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British construction work overseas

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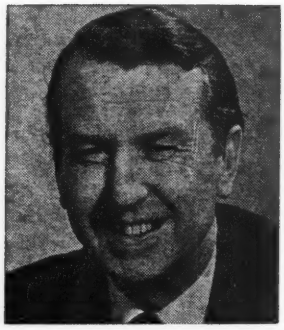
'Within our grasp: a massive breakthrough in profitable exporting'

Peter Walker, Secretary of State for Trade and Industry



On Tuesday morning all 10 DTI Ministers conferred with businessmen in different cities throughout the country about the unprecedented opportunities for expansion and profitability now facing British exporters. Several thousand people were present at what was collectively probably the biggest business gathering in this country's history. Even so it was physically impossible to speak to as many businessmen as I and my colleagues would have liked.

But the message is so important that it is vital that the greatest possible number of firms hear it.

The historic opportunity

I AM not using the superlative lightly when I say that opportunities for exports are unprecedented. Present conditions are ideal for a massive breakthrough which will be of much more than short-term significance. We have the chance to build the foundations we need to drastically increase Britain's sales in world markets for years ahead. At the same time we can win an era of expansion and prosperity for individual firms and the whole nation.

This new situation is the result of dramatic changes in the world trading scene. Several factors have all combined to our advantage—the fact that world trade in manufactures is expanding faster than for a long time past; the fact that the enormous increase in raw material prices has brought primary producing countries throughout the world staggering increases in purchasing power; the fact that with the floating of sterling and changes in currency parities we are now probably more competitive internationally that at any time since the war; and the fact that we at last have the springboard of a buoyant home market and a rising trend of investment by British industry.

And, again in marked contrast to the past, exporting is now highly profitable—more so in many cases than selling to the home market.

World trade exceptionally buoyant

There is certainly no shortage of outlets for our products. World trade in manufactures is growing strongly. It should rise 13 per cent by volume in 1973 and more than 10 per cent in 1974—considerably faster than in the past two years. If we merely maintain our share of this growth our exports would grow by £3,000 million this year and by a further £2,000 million next. I believe that we should do much better than this.

It is by no means only the major industrial countries who will be importing more. The phenomenal increase in commodity prices has greatly increased the earnings and purchasing power of primary producing countries. Over the next couple of years their imports are likely to grow by £20,000 million.

In short there are few places in the world where there are not excellent prospects for selling more British goods. As a new member of the European Community our opportunities here are growing fast. The Community is already by far our best customer taking 30 per cent of all our exports. The monthly rate of our exports is 22 per cent up on last year.

But still our share is small. Last year member States bought British goods worth just under £3,000 million. If we had the same share as Germany we would be shipping goods worth £6,500 million.

Europe is keen to buy from us. With the elimination of industrial tariffs between us and the Six—they will disappear altogether in four years' time—we have the chance to increase our share of the market substantially. It is important that we take maximum advantage of a situation where our prices are at their most tempting.

Then there are the Middle East oil states whose revenues are increasing by leaps and bounds. With their ambitious development programmes Iran and Algeria in particular offer excellent prospects for British firms able to supply their needs. The same applies to Brazil—another fast expanding economy using its increased earnings for massive industrial expansion. Foremost among the African primary producing countries with more foreign exchange to spend and requiring products which British firms are well equipped to supply is Nigeria.

Japan is an outstanding example of a fast-expanding market which until now we have never really penetrated. This is no longer a closed market offering plenty of unfulfilled eastern promise. The promise is now reality. Barriers to imports have been coming down and both export and investment opportunities for British firms have improved. Our trade with Japan should expand at least four-fold in the next few years. But we must move quickly. Our competitors have already discovered Japan's potential and are getting established fast.

The Government is playing a major part with the British Export Marketing Centre which opened in Tokyo last month. This provides not only a permanent shop window for British goods—which is already booked by firms for two years ahead—but a source of advice and help for visiting British businessmen aiming to break into the market.

At the same time markets where Britain has traditionally been prominent will continue to offer excellent prospects. After last year's fall the trend of exports to the sterling area has begun to rise again. As the economies of Australia, New Zealand and South Africa react to expansionist measures this improvement should continue.

Britain strongly competitive

Against this background our improved competitiveness is enormously important. Once with British goods it was often a case of 'quality but at a price'. Now, in prosperous countries like West Germany, Japan and France British goods can benefit from an enormous price advantage. This advantage is considerable in third-world markets too. Since it was floated last June, the pound has depreciated by an average of 19 per cent against the major industrial currencies. Of particular importance is the rise of the D.Mark and the Yen against Sterling by about 37 per cent and 22 per cent respectively. Rarely has the price at which we can offer our goods to foreign customers been so competitive despite the increased price of our imported materials.

Reasons for re-examining export pricing policies

There are important options now open to British exporters—to enhance profit margins, hold prices so as to strengthen their market position for the long term, break into new markets, or attempt the right combination of action.

It is essential that all firms review their export pricing policy. Everyone will want to maximise overseas earnings. Some will do best by holding down sterling prices to increase sales volume—provided this is reflected in the lower foreign currency price charged to the overseas buyer. For others—for example, those with temporary production capacity problems—it will make more sense to raise sterling prices to improve profit margins on existing sales precisely to expand production in the longer term.

What is important is that every exporter should consciously review his pricing policy to ensure that he—and Britain—benefits from the improved competitiveness. This is no less important when his order books are full. I sometimes wonder if we are too cautious about marking up our sterling prices as high as the market will bear. You know your business better than me but I am puzzled when I am told that our prices are competitive but order books are full for months ahead. It is no good to the company or to the country if exports are underpriced even for a short period. When the currency is floating, the watchword in export pricing must be 'flexibility'.

Remember also that in its counter-inflation policies the Government has specifically excluded from price controls and margin controls on profits. This is to give firms maximum freedom for fixing overseas pricing and marketing strategy.

Exporting now profitable

Exports have traditionally provided narrower margins than home sales, with selling costs usually higher and the competitive pressures on prices often greater than at home. All that is changing. Many companies are finding exporting more profitable than ever before. For some, exporting may now be more profitable than ever before. For some, exporting may now be more profitable than selling to the home market where price restraints necessarily form part of the Government's counter-inflation policy.

All this will, I hope, be a strong incentive for giving exporting much higher priority in company strategy. From a national viewpoint if we could lift our export shipments by 10 per cent our balance of payments deficit would virtually disappear.

Government support

The Government is determined to provide the best possible framework in which exports can flourish. At home we are committed to a steady economic expansion at something near full productive capacity. Nor will we evade responsibility for maintaining conditions which favour the investment which is essential for modernising and expanding our industrial resources.

Abroad, we will continue to do everything possible in our commercial relations with other countries to bring about the most liberal trading arrangements. Despite past progress there are still too many barriers left, both tariff and non-tariff, and in the new round of GATT negotiations the Government is striving to achieve the maximum relaxation. Additionally in recent months, DTI Ministers have visited over 30 countries in all five continents for discussions about trade relations. We are determined to miss no opportunity to pave the way for British exporters.

At your export service

In an even more direct way the Government, working with the British Overseas Trade Board, has an enormous armoury of services at the disposal of British exporters. I believe that these services are better than those of any other industrial country. Many of you are I know familiar with them. But I am sure a lot of firms are by no means aware of their full extent. Let me briefly mention a few:

●To begin with we can provide market information gathered by experts overseas and tailored to your specific requirements. Our Export Intelligence Service can keep you up-to-date about markets for your products. Over the past year it has dealt with thousands of inquiries from British companies, and has despatched more than three million items of intelligence, often hard news of tenders or requests for goods.

●We can help you meet the technical requirements of overseas marketing. We can also give free advice on professional export market research. Collective projects can receive up to two thirds of the costs involved.

●We can make it easier and cheaper for you to participate in overseas trade fairs. And we give financial help and advice towards organising overseas technical seminars and symposia.

●We run special all-British exhibitions overseas like those in Sao Paulo, Hong Kong and Lagos. Substantial assistance is available for groups of businessmen visiting overseas markets to explore export opportunities.

(continued on next page)

'A MASSIVE BREAKTHROUGH IN PROFITABLE EXPORTING'

continued

●We can provide an economical insurance cover against the risk of your exports not being paid for. Export Credits Guarantee Department's investment insurance scheme gives worldwide protection against the political risks of investing overseas. With a premium income of nearly £25 million ECGD is the largest insurance company in the country.

●And finally, remember the services of the Central Office of Information are available free of charge to get your story to customers through the press, television and radio in most of your overseas markets.

Needed now—a major export offensive

Many firms are already alive to the new situation. Our exports have been breaking all records. In June to August this year we exported nearly half as much again as in the same period of 1972. But I am confident that we are still far from achieving our true potential. A major export offensive starting as from now is as much in the interest of individual firms as it is of the nation as a whole.

Whether Britain turns her back, firmly on her dreary economic record, and whether British industry has a buoyant future, depends primarily on making this offensive succeed.

I do not suggest it will be easy. Of course there are problems —shortages of labour and supplies in some sectors; pressure on productive capacity; rising costs. But these are challenges which must be met, not reasons for postponing the offensive for new exports.

Productive capacity will grow as new investment takes effect. The Government is determined that high priority should be given to expansion for export. Last month, for example, we asked the banks to give priority in their lending to exports and industrial investment, if necessary at the expense of personal loans and property developments. As for rising costs the remedy is to contain them more effectively than our competitors: and, in an inflation-ridden world our counter-inflation policies have had some success towards this end.

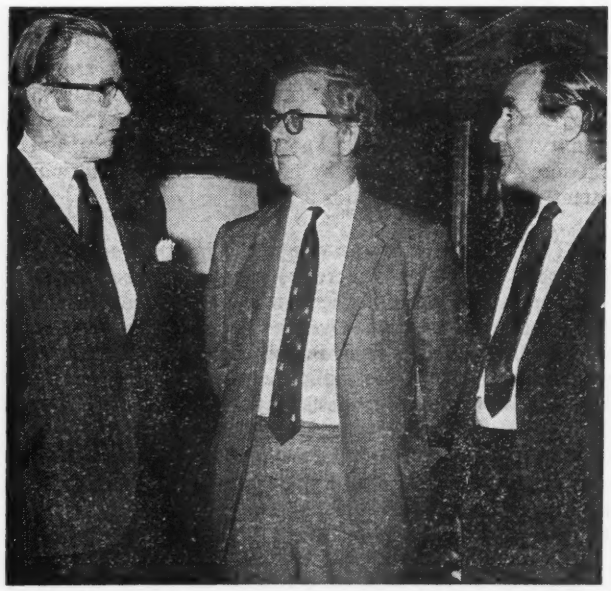
We have within our grasp a massive breakthrough in profitable exporting. In partnership, Government and industry can grasp a unique opportunity for transforming Britain's prospects.

With the right policies to meet the situation, your company can be more successful in overseas markets than ever before.

The new obstacles to trade—it's a paper jungle

says Sir Geoffrey Howe

FORM filling and paperwork can be just as formidable as obstacles to trade as natural hazards like mountains and jungles once were, Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, said on October 5. Speaking at the annual meeting of the Co-Ordinating Committee of International Trading Houses Associations, Sir Geoffrey said: 'There have always been hazards and obstacles for international traders, but the nature of the obstacles has changed.



Sir Geoffrey Howe, Minister for Trade and Consumer Affairs (centre), pictured before addressing the annual meeting in London of the Co-ordinating Committee of International Trading Houses Associations (CITHA). With him are Mr. W. A. Newton Jones (left) and the Hon. Robin Campbell, chairman and senior vice-president respectively of the British Export Houses Association, which is the UK's representative on the committee. To mark the committee's visit to Britain, a Government reception was given at Lancaster House, hosted by Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs.

'The old, natural obstacles—mountains, jungles, rivers, deserts—have all been overcome. Goods can now be carried round the world more quickly and more safely than ever before. Air transport, containers and pipe-lines have conquered the old physical barriers.

'Today's obstacles to trade are less solid, less visible—but just as formidable, Regulations, form filling, paperwork: all too often today it is the processing of the paper rather than the transporting of the goods that determines how long a shipment will take to get through.

'It is, of course, inevitable that there should be some rules affecting the conduct of international trade, but their procedures have now become so complex that they can be a very real impediment to the speedy flow of goods. The British Government regards this as an entirely unacceptable state of affairs. That is why this country through our Simplification of International Trade Procedures Board (SITPRO) is playing a leading role in pressing for simplification and harmonisation of trade procedures.

Benefits for all trading nations

'If trade procedures can be made simpler in this way, there are very real benefits to be gained by all trading nations. The growth of international trade will be fostered by this. It is particularly important for the UK at this stage that EEC procedures should be simplified so that there are no unnecessary obstacles to the crucial development of our trade with the rest of the Community. That is why we have been making strong representations to the Commission for radical simplification of community trade procedures.

'For it is after all a principal purpose of the European Community to create a simple, unified trading area and a common market. That is why I am confident that the Community will give positive leadership in the rapidly developing world-wide efforts to rationalise, simplify and speed up international trade procedures. Experience shows that it takes time—longer than most of us would wish—to bring about the kind of changes we want. I hope very much therefore that the organisations represented here will do their best to encourage their governments to push hard for this much needed simplification. The next round of meetings between SITPRO and its sister organisations within the Community is due to take place later this month, here in London.'

Representatives of 30 leading British marine equipment manufacturers about to leave for Tokyo for the first exhibition of UK products being held from October 9-13 in the newly-opened British Export Marketing Centre. The exhibition is sponsored by the British Marine Equipment Council (BMEC) and organised in co-operation with the British Overseas Trade Board. Mr. Tom Bewsey, chairman of BMEC said before the group left, 'We are out to sell to the world's largest shipbuilding nation, and hence the world's major market for marine equipment. The Japanese Government's intention of increasing imports opens the door to those who are able and willing to exploit this huge market.'

SITPRO seminar in Tokyo

A DELEGATION of the United Kingdom Board for the Simplification of International Trade Procedures (SITPRO), consisting of nine members, headed by Lord Thorneycroft, visited Japan, September 15-26, and held discussions with Japanese Government ministries and representatives of commerce and industry concerned with trade facilitation.

During this period, a high-level seminar on the rationalisation of international trade procedures was held, on September 25 at the Ministry of Foreign Affairs, in which eight members of the SITPRO delegation, including Lord Thorneycroft, and 13 Japanese delegates representing both the ministries and commerce and industry, headed by Mr. H. Miyazaki, Director-General of the Economic Affairs Burea, Ministry of Foreign Affairs, participated.

The delegates of the two countries expressed their view that the rationalisation of international trade procedures is essential for the liberalisation and expansion of world trade which is the aim of the negotiations in the GATT declared at the Ministerial meeting in Tokyo. They therefore agreed that the two countries should co-operate, through their national organisations for trade facilitiation, in all the spheres of activity such as transport, banking, insurance, commercial practice and Government regulation that are involved in international trade. They further hoped that the representatives of the two countries in the various international organisations concerned with trade facilitation, in particular the United Nations, the Customs Co-operation Council and the International Chamber of Commerce, would regularly consult one another and, whenever possible, take joint action.

The delegates of the two countries noted that it is indispensable for success in the rationalisation of international trade procedures for every country to build up a co-operative system of both ministries and commerce and industry concerned; and the delegates of Japan paid their respects to the important role the SITPRO Board in the United Kingdom has been playing.

The delegates of the two countries agreed that their national organisations for trade facilitation should co-operate on a continuing basis in the following fields of action:

(a) the development of documentary, coding and data processing systems for the rationalisation of international trade procedures, in particular the harmonisation of national master documents aligned on the ECE layout key and the creation of adequate systems for the international transmission of data about transport and trade transactions. In this connection, the delegates of Japan expressed their appreciation of the value of LACES (London Airport Cargo Electronic Data Processing System) as a highly advanced model and the delegates of the United Kingdom recognised the importance of the ICS (International Cargo Information System) for the development of international data transmission techniques;

(b) the co-ordination of research, in particular into the legal and security problems created by the application of automatic data processing to international trade transactions, and concerning the relationship between trade procedures and the development of trade policies;

(c) the exchange of information, paying particular attention to the selection and the translation of the relevant material.

A Venezuelan engineer checks a Marconi channel card in an equipment rack in the central telephone exchange in Caracas, Venezuela. A second order for Marconi Pulse Code Modulation equipment has been awarded to Marconi Communications Systems Ltd. by the National Telephone Company of Venezuela. The first Marconi PCM equipment to be used in South America was installed recently when Marconi supplied a number of systems for the Caracas area. The current order is for a further 12 systems.

British construction work overseas 1972/73

Contributed by the Department of the Environment

General

IN the year ended March 31, 1973 about one hundred British building and civil engineering firms won new contracts overseas, provisionally valued at £346 million, at current prices. This was £46 million higher than the £300 million of new contracts won in the previous year (see Table 1 totals) and £5 million above the previous peak of £341 million in the year ending March 31, 1970. The value of overseas work actually done during the year amounted to £317 million, at current prices, showing a slight fall on the record £320 million achieved in 1971/72, but the value of work outstanding rose during the period under review to £372 million, compared with £360 million at March 31, 1972. The value of net overseas earnings by British construction firms remained steady at about the same level as last year, amounting to about £51 million. When the overseas earnings of the related professions of consulting engineers, architects and surveyors are included, together with earnings from the direct investment of British parent construction companies in overseas branches and subsidiaries, the total net contribution to the United Kingdom balance of payments by the construction industry substantially exceeded £100 million in 1972/73.

The most encouraging sign for British contractors in the year ended March 31, 1973 was the increase of £21 million in the value of new contracts obtained in the EEC countries (including Denmark and Eire) which rose from £4 million to £25 million. The figure for new contracts won in Europe as a whole amounted to £59 million in 1972/73, compared with £52 million in the previous year. In the rest of the world, outside Europe, the value of new contracts won rose by £39 million, with increases in the Middle East (£31 million), Australasia (£17 million), The Far East (£3 million) and Africa (£10 million excluding 'Middle East' countries) with some off-setting reductions in North and South America (£22 million).

The major orders were again won by comparatively few well established overseas contractors. This position is underlined by the fact that the 20 firms with the largest value of new contracts (all of which were well established firms), accounted for over 90 per cent of the total value of all new contracts obtained during the year—with the top six accounting for over 60 per cent of all contracts.

During the year ended March 31, 1973, British building and civil engineering firms were active in some 106 countries throughout the world. Details of some of the major overseas contracts obtained by British contractors during 1972/73 are outlined in the remainder of this article.

TABLE 1. NEW CONTRACTS OBTAINED AND WORK DONE[1] BY GEOGRAPHICAL AREAS: 1971 to 1973

£ million (current prices)

Geographical areas	Total value of new contracts obtained in the year ended			Total value of work done year ended			Total value of work outstanding at		
	March 31, '71	March 31, '72	March 31, '73	March 31, '71	March 31, '72	March 31, '73	March 31, '71	March 31, '72	March 31, '73
Europe	37	52	59	27	33	52	47	66	76
Asia	70	60	91	65	90	79	89	59	74
Africa	95	75	88	71	73	74	88	84	84
N and S America and Western Hemisphere	72	72	50	75	87	63	85	66	41
Oceania	37	41	58	36	37	49	81	85	97
Total	311	300	346	274	320	317	390	360	372
of which:									
EEC[2]	6	4	25	10	8	10	10	5	21
Middle East (In Asia & Africa)	55	44	75	44	69	57	58	38	56

(1) These figures include the contracts won and work done by wholly or mainly owned subsidiaries of British construction companies.
(2) 1973 Membership.

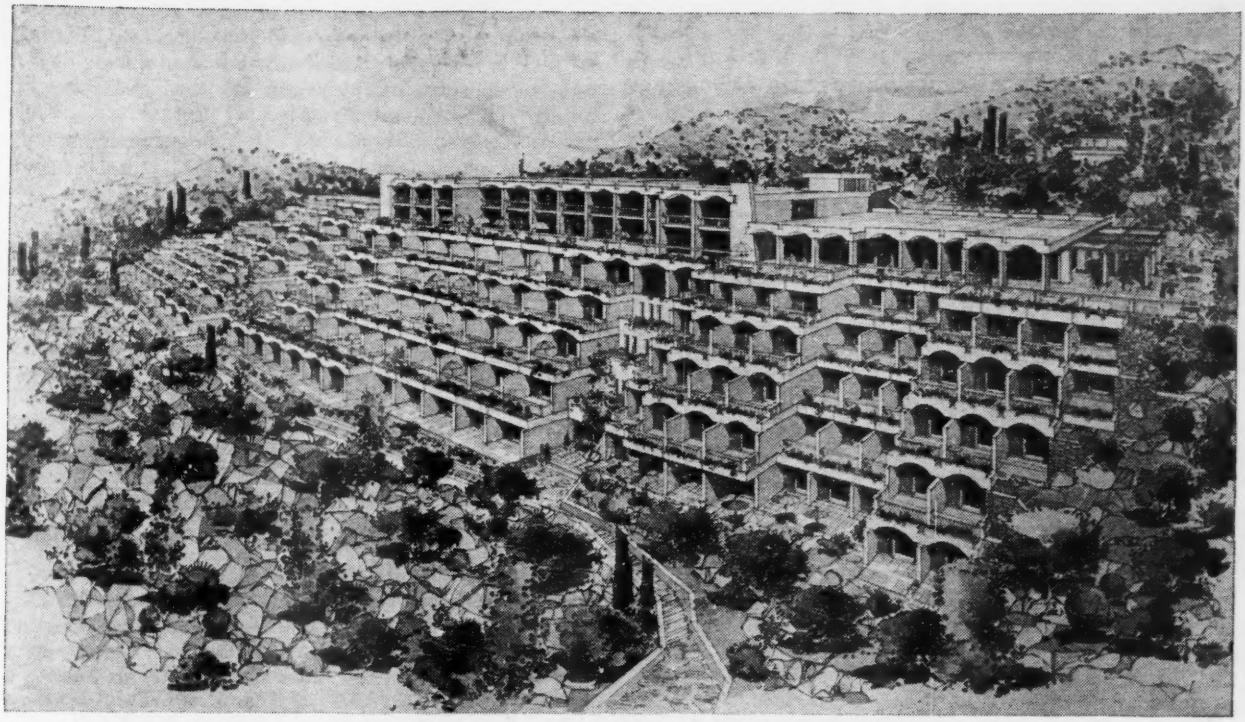
Europe

British building and civil engineering firms have always encountered difficulties in obtaining new work in the highly competitive European area. Although the demand for the skilled services of British professionals (consulting engineers, architects and surveyors), has always been high in Europe, contractors always face strong competition in gaining orders. During the year ended March 31, 1973, the value of new contracts obtained in Europe by British contractors increased by £7 million to a total of £59 million. Although fewer new contracts were won outside the EEC countries, the value of new contracts obtained within these countries (with the Community defined as in 1973) rose by £22 million to £25 million. The bulk of this increase is accounted for by new contracts won in Belgium. Other European countries in which new contracts worth over £1 million were won, during the year ended March 31, 1973, included Czechoslovakia, West Germany, Greece, Eire, Norway and Spain.

EEC countries

Tarmac Construction Ltd. have gained two contracts of interest in EEC countries; the more valuable of these, worth about £700,000 is for a new chemical research building at Beerse, Belgium, for Janssen Pharmaceutica NV (a subsidiary of Johnson and Johnson Ltd.). The contract includes the total design of a three-storey building, its services and laboratory equipment. The other new Tarmac contract, at Maurik, near Arnhem in Holland, is for the building of a 170,000 sq. ft. furniture warehouse extension for Wehkamp APC. Valued at over £500,000; this contract follows completion by Tarmac of a similar order for a warehouse extension and office amenity block for the company at Dedemsvaart. Also in Belgium, Fluor Europe Inc. has been awarded a major contract to modernise and expand the Antwerp refinery of Esso Belgium NV. The project includes the replacement of major onsite and offsite facilities, as well as the rebuilding of some units in the existing 20-year old refinery.

A £3½ million contract has been awarded to CV Buchan and Co. Ltd. by the Dublin Corporation for the construction of a drainage tunnel in Dublin, Eire. The tunnel, which will form a major part of the new Dublin area drainage scheme, will lie at depths varying between 20 and 45 feet below ground, running along the side of the Grand Canal from Dolphin Road to Grand Canal Street. In addition to the tunnel, which will have an internal diameter of 12 feet, the project includes a new main pumping station and a sewage treatment works.



Artist's impression of the £1 million hotel development by Higgs and Hill Ltd. at Poseidon Beach, on the Greek island of Corfu.

The contract, won against continental opposition, is expected to take three years to complete.

Other countries in Europe

Once again, Laing Iberica, Spanish member of the Laing Group, has been active in gaining some large contracts in Spain. The most prominent of these is a £9.4 million joint venture to build 34 miles (54 km) of trunk road in the north west of the country. The contract, to be carried out in difficult terrain for construction work, covers the Puebla de Brellon to Orense section of the proposed Galicia road network. The other contractors involved in the project are Ferrovial and SACRA, a subsidiary of the Belgian company CFE. The work is scheduled for completion by April 1976. Other contracts of note obtained in Spain by Laing Iberica are; a £903,000 contract for a 260-bed hospital at Ubeda; a £387,000 contract for a home to accommodate 120 orphaned girls on the northern outskirts of Madrid; a £323,000 contract for hotel staff accommodation in the Canary Islands; a £200,000 contract for apartments near San Roque.

A £6½ million contract has been won by a consortium comprising Costain and Press International Ltd. and the Norwegian companies Kvaerner Engineering A/S and Norcon A/S, to construct all off-site facilities for a new oil refinery in Norway. The contract, won against strong international competition, at the Mongstad refinery 70 km north of Bergen, is expected to be completed in 18 months.

Higgs and Hill Ltd. have obtained a contract worth in excess of £1 million for the construction of a hotel development at Poseidon Beach, on the Greek Island of Corfu. In addition to the luxury hotel, there will be a village built in traditional Greek style providing guest accommodation (see illustration above).

When complete, the complex will accommodate 500 guests. A £4½ million housing project in Gibraltar, under construction by Taylor Woodrow International Ltd., is shown on page 60. This project, to provide over 650 units of accommodation, comprises 17 five-storey blocks, together with shops and a nursery school and ancillary works.

Africa

British construction firms were again very active in the continent of Africa. The increase of £13 million in the value of new contracts obtained in this area (including a £3 million increase in the African Middle East), in the year ended March 31, 1973, did much to reverse the fall of £20 million suffered in 1971/72. The value of orders obtained in this area during the period under review amounted to some £88 million, as compared with £75 million in 1971/72. Among the areas in which an increase in the value of new contracts was achieved were Nigeria, Algeria, South Africa, Libya, Malawi and Botswana.

The largest single contract won in Africa during the current period was a £6 million highways project to be undertaken by Cubitts Nigeria Ltd. in North East Nigeria. The main part of the contract, worth approximately £4.6 million is for rehabilitating widening and re-aligning 117 miles of highway between Gwoza and Little Gombi. This part of the contract also covers the construction of new bridges and culverts. The remainder of the contract value covers the widening of existing bridges structures. The project, which started in April this year, is expected to take two years to complete.

Also in Nigeria, the Taylor Woodrow Group has been awarded several contracts. The two largest are for the construction of bridges and approach roads. The more valuable of these, worth approximately £750,000, has been awarded to Taylor Woodrow of Nigeria Ltd. for the construction of a 750-ft. long bridge over the River Sokoto at Bunza. The project, awarded by the Ministry of Works and Survey, North Western State of Nigeria, includes the construction of four miles of approach roads. Design engineers for the project are Ove Arup and Partners, Kano; this work is due for completion in the latter part of this year. The second bridge project awarded to Taylor Woodrow of Nigeria Ltd., valued at approximately £500,000, is for the construction of the Gummi Bridge and approach roads. The bridge, which will consist of six spans and have an overall length of 384 ft., is of steel beam

(continued on next page)

Artist's impression of part of the £4½ million housing project in Gibraltar at present under construction by Taylor Woodrow International.

CONSTRUCTION WORK OVERSEAS
continued

construction supported on concrete piers, founded on steel cased concrete piles driven into the riverbed. An in-situ concrete deck and parapets are cast on top of the steelwork. Work on the bridge, which crosses the Zamfara River at Gummi in the North Western State of Nigeria, has already started and is due for completion in April 1974. Taylor Woodrow of Nigeria Ltd. have also been awarded contracts for runway work and for the construction of a hotel. This runway work, valued at £400,000, is for the rehabilitation of the runways at Kaduna and Zaria Airports. The hotel project, worth £215,000, consisting of three single-storey blocks, linked by a covered walkway, is located at Sokoto, in the North West of the country.

A contract valued at over £500,000 has been awarded to British Insulated Callender's Construction Co. Ltd. in Zambia by N'changa Consolidated Copper Mines Ltd. The contract is for the design, supply, installation and commissioning of two complete sets of busbar equipment at the customer's Rokana Tankhouse Refinery at Kitwe in Zambia.

Constructors John Brown (Projects) Ltd. have been awarded a contract by 'Sonatrach', the national Algerian oil undertaking, for the fabrication, laying, welding and testing of pipework on the Jetee Du Large at Arzew in Algeria. This contract, worth over £500,000, will provide an essential link in the pipework from the new refinery to the jetty loading arms.

The Middle East

The value of new contracts obtained in the Middle East (both Asiatic and African) amounted in total to £75 million. This represents a substantial rise of £31 million over the £44 million of orders received in 1971/72. The majority of the new work obtained was attributable to the Asiatic Middle East (notably Abu Dhabi, Oman, Saudi Arabia and Dubai), with African countries accounting for £3 million worth of the total of new orders; (in 1971/72 new orders obtained in this area were negligible).

The largest single contract obtained in this area has been awarded to Cementation, member of the Trafalgar House Group. The contract, valued at £8 million, is for the construction of a new township near Muscat in the Sultanate of Oman. The township is designed to alleviate the acute shortage of accommodation which has resulted since the discovery of oil in the area. The site of the new town, to be known as Medinat Qaboos New Town—after the Sultan—is at Al Qur'm, 12 miles from the capital. The project will include 400 homes consisting of two, three and four bedroom villas and houses and apartment blocks as well as a supermarket, shopping arcade, motor service station, clinic, primary school and a mosque. The contract includes the complete design and construction of the infra-structure including roads, water supply and all public services, the total area of the site being about 100 acres. The planning of the scheme combines the best features of traditional Oman and Arabian architecture with those of modern design. Work on the project has already started, employing up to 400 people in addition to a team of Cementation engineers and staff, some of whom are being transferred from neighbouring Abu Dhabi where Cementation has just completed the Abu Dhabi Hilton Hotel. Architects for the project are Michael Brashier Associates.

Costain Civil Engineering Ltd. have been awarded a £7.5 million contract by the ruler of Dubai, His Highness Sheikh Rashid Bin Said Al Maktoum, for the construction of a road tunnel under Dubai Creek. The 3,000 ft. tunnel, sited near the mouth of the creek, will have twin lane dual carriageways and a separate pedestrian subway, linking the towns of Dubai and Deira. Designed as a reinforced concrete rectangular box, the tunnel will be built in-situ in separate open cofferdams. To ensure that there is minimum interference to shipping during construction, the creek will be widened temporarily on either side. Consulting Engineers for the project are Sir William Halcrow and Partners. Also in Dubai, the Ruler has signed a preliminary agreement with Costain for a £1.9 million sea wall extension. The project would add a further 6,000 ft. to the sea wall extending 2½ miles along the shore from the mouth of Dubai Creek, for which Costain were awarded a £5.1 million contract a year ago.

Costain and Press International Ltd. and Tarmac Construction Ltd. have jointly been awarded a £2.5 million contract to build a natural gas sweetening plant and a plant for the removal of hydrogen sulphide from crude oil, on Das Island in the Arabian Gulf. The contract, being carried out for Abu Dhabi Marine Areas Ltd., includes extensions to the existing crude oil processing installations and involves all the civil, mechanical and electrical works. Tarmac Construction Ltd. have also been active in the Sultanate of Oman during the period under review, having been awarded a contract valued at £900,000 from the Department of Defence for the construction of 13 buildings at Makullah Naval Base, Muscat. The new buildings, totalling about 100,000 sq. ft. will be on reclaimed land and include accommodation and barrack blocks, workshops and stores, a medical centre and service blocks complete with mechanical and electrical services. The contract also includes the provision of roads, pavements and other external services. Consulting Engineers for the project are Scott Wilson Kirkpatrick and Partners with John R. Harris Associates (Architects), Widnell and Trollope (Quantity Surveyors), and Hoare Lea and Partners (Mechanical and Electrical Services).

George Wimpey and Co. Ltd. have also been active in the Middle East, having gained several large contracts. In Bahrain, George Wimpey ME & C have been awarded a contract worth nearly £2 million by the Bahrain Petroleum Co. Ltd., in connection with the expansion of their Bahrain refinery. The project involves mechanical, electrical, civil and constructional work, and comprises additional fuel oil processing units and associated facilities. Also in Bahrain, George Wimpey and Co. have been awarded a £350,000 contract by Yusuf bin Ahmed Kanoo, a leading Bahrain merchant organisation, to extend its office building in the capital city of Manama. A £180,000 contract for the construction of a three storey office block and a warehouse in Muscat, Oman, has also been awarded to Wimpey.

A joint venture of Taylor Woodrow International Ltd. and the Société Nationale d'Entreprises of Beirut have been awarded a port extension contract at Beirut, Lebanon, valued at about £1½ million. The work, due for completion early in 1975 consists of a 200 metre extension to the existing protective mole and the construction of two wharves in sliced blockwork totalling 540 metres in length.

A £1.9 million contract has been awarded to the Rock Fall Co. Ltd., for underwater rock drilling and blasting at Kharg Island in the North East of the Persian Gulf. The contract is for the excavation of a trench, with a 24 metre bottom width, at the terminal end of a crude oil pipeline. The work involves drilling, blasting, dredging and removal of 100,000 cu. m. of rock, both underwater and on land.

The Far East

During the year ended March 31, 1973 British construction companies obtained new contracts in the Far East to the value of £18 million. This represents an increase of £3 million over the £15 million of orders obtained in 1971/72.

A contract valued at £6 million has been awarded to Cementation by PT Indobuildco of Indonesia, for the construction of a Hilton Hotel in Djakarta. The 17-storey building of reinforced concrete construction, will consist of a basement, two-floor podium and a 14-floor bedroom tower containing 400 guest rooms. (See next column). The structural design by Cementation's structural engineers takes into account that Djakarta is situated in an earthquake area, and permanent damage from earthquakes will be minimal. The architectural design of the building underlines the contrast between the village community which is the life-style of 80 per cent of Indonesia's population, and the urban life of the large cities

Artist's impression of the 17-storey Hilton Hotel to be constructed by Cementation in Djakarta, under a £6 million contract.

of the country. The urban element is represented by the modern tower which rises from the 'village' complex within which the large public areas will be located. Architects for the project are Raglan Squire and Partners, London, in association with Killingsworth, Brady and Associates, Long Beach, California, and Atelier 6 of Djakarta. Quantity Surveyors are Widnell Trollope and Partners, London.

A joint venture of Taylor Woodrow International Ltd. of London and Dillingham Overseas Corporation of Honolulu has been awarded a contract worth about £3½ million by the Port of Singapore Authority for further extensions at the East Lagoon Wharves project. The work involves the lengthening, by 750 feet, and widening of the existing wharves to provide some 3,000 ft. of new berthing, and some 1½ million sq. ft. of deck area for the storage and handling of containers. Taylor Woodrow International Ltd. have also been awarded two contracts in Malaysia valued jointly in excess of £700,000, for new factories. The more valuable, worth over £600,000 is for the erection and completion of a rubber shoe factory at Prai Industrial Estate, Penang. The second contract, worth £128,000 is for a factory building at Shah Alam, Selangor.

Limmer (Hong Kong) Ltd., a subsidiary of the Tarmac Group, have been awarded a £284,000 contract for asphalt surfacing on the new Kwai Chung container berth at Hong Kong. The contract, involving the use of 43,000 tons of asphalt, covers over 160,000 sq. yd. of flexible surfacing on reclaimed land alongside the deep water berth. Westpile (SEA) Pte Ltd., subsidiary of West's Piling and Construction, has been awarded a £600,000 foundation contract for a urea fertiliser plant at Palembang, Sumatra. The work involves the driving of nearly 4,000 West's Shell Piles, at the rate of nearly 1,000 per month, for the MW Kellogg Company of Houston, Texas, which is constructing the plant.

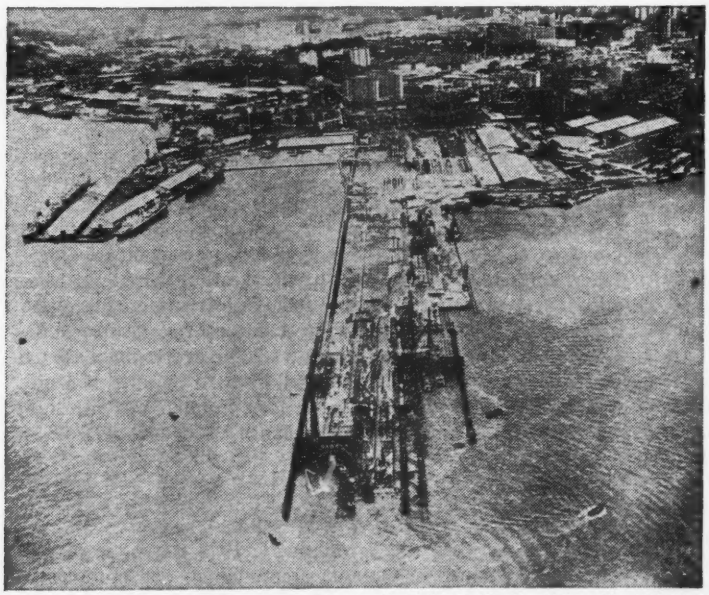
Oceania (Australia, etc.)

During the year ended March 31, 1973 the value of new contracts obtained in Oceania amounted to £58 million—an increase of £17 million over the £41 million achieved in the previous year. The value of work done rose by £22 million to

(continued on page 63)

the internationalists

Pharmaceutical Plant, Singapore for Beecham Pharmaceuticals (PTE) Limited. The design, construction and equipping of a pharmaceutical plant for the production of semi-synthetic penicillin on a 12 acre (4.8 hectare) site on the Jurong Industrial Estate, Singapore.



East Lagoon Wharves, Singapore. Construction by Taylor Woodrow International Limited in joint venture with Dillingham Overseas Corporation of Honolulu under Taylor Woodrow Management. Client: Port of Singapore Authority. Consulting Engineers, Sir Bruce White, Wolfe Barry & Partners.

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Or John Bevan B.Sc. (Hons), F.I.C.E., Taylor Woodrow International Limited, 4th Floor, A.I.A. Building, Robinson Road, Singapore 1. Telephone: 912 136.

Or Bruce Russell M.Sc., M.I. Struct.E., M.I.C.E., Taylor Woodrow International Limited, 3rd Floor, Wisma Damansara, 5 Jalan Semantan, Damansara Height, Kuala Lumpur, Malaysia. Telephone: 299165-6.

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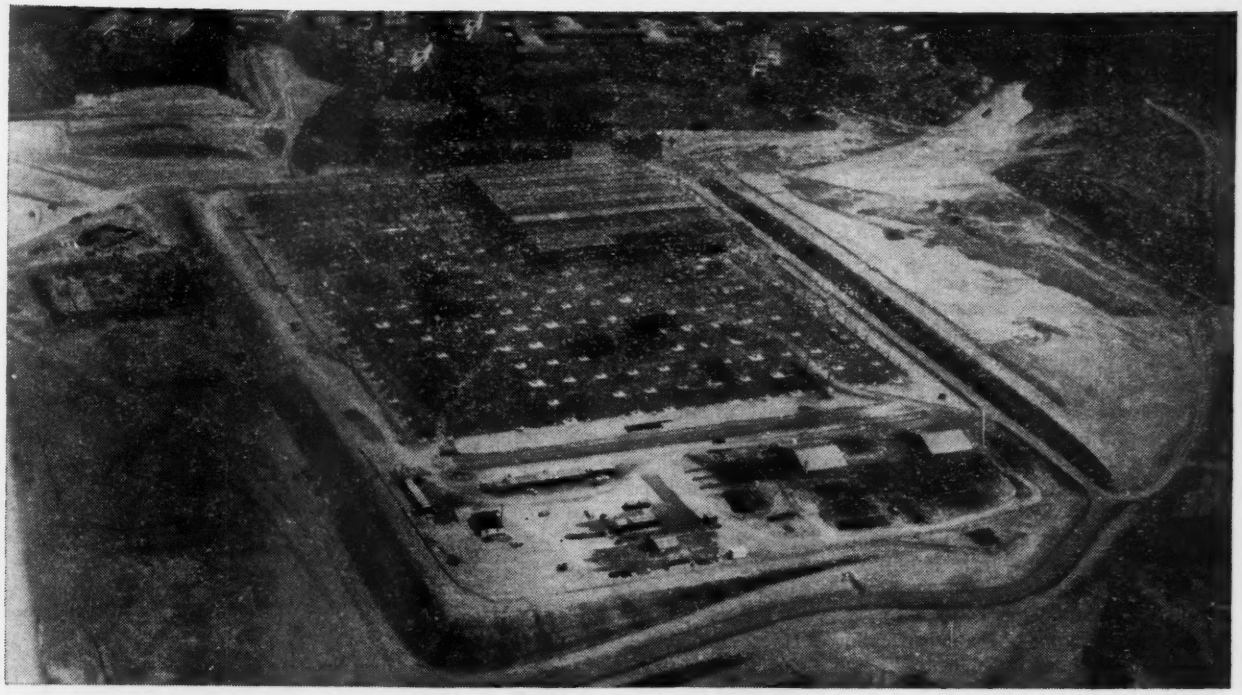


Aerial view of the main assembly building of Todd Motors Ltd. under construction at Porirua—by Cubitts (New Zealand) Ltd.

CONSTRUCTION WORK OVERSEAS

continued

£49 million as British construction companies continued to do well in this area.

Cubitts (New Zealand) Ltd. have been awarded several major contracts in New Zealand. The largest of these, valued at £3.4 million is for Stage 1 of a vehicle assembly plant for Todd Motors Ltd. of Wellington. The plant, which will occupy an area of 550,000 sq. ft., at Porirua, Wellington, will be of part precast concrete and part structural steel construction (see photograph above). The building will be constructed in 19 months and site works will take a further 11 months. A further contract, worth £500,000, has been awarded to Cubitts (New Zealand) Ltd. by Todd Motor Industries Ltd. The project, at the Porirua Motor Plant, consists of a 35,000 sq. ft. single-storey building with associated swimming pool, to cater for 2,000 employees who will work in the vehicle assembly plant.

Also in Wellington, Cubitts have been awarded a £2.25 million contract for the construction of an 18-storey office block by the Pastoral House Consortium. The new building will have a structural steel seismic-resistant frame with flat diaphragm in situ concrete floors, poured on a permanent steel formwork soffit, and will consist of a 15-storey tower supported on a three storey podium. Work on the project is due for completion in October 1975.

A 14-storey office tower block is to be built by Cubitts (New Zealand) Ltd. under a £1.3 million contract awarded by the National Insurance Co. of New Zealand. The tower block, located in Auckland, will be supported on a two-storey podium with a two-storey basement car park. Completion is scheduled for December 1974. Another office block, being built by the same company in Wellington is for the New Zealand Electricity Department. The block, of reinforced concrete frame construction, is 170 ft. high, and is being built at a cost of £1.3 million (see page 64). Other contracts obtained in New Zealand by Cubitts include a £900,000, 16-storey office block at Jervois Quay, Wellington, and a £640,000 vehicle assembly plant for the Ford Motor Co. Ltd. at Wiri, Auckland.

Five new contracts, worth a total of £2.25 million, have been won by Costain Australia Ltd., part of the British Costain Group. The largest of these, valued at £1.1 million, is for the construction of a 10-storey office building for GREA Real Property Investments Ltd., at Brown Street, Chatswood, New South Wales. Architects for the project are Jackson, Teece, Chesterman Willis. A 13-storey office block at William Street, Melbourne, is to be built by Costain for 178-188 William Street Pty Ltd. under a £558,000 contract. A single-storey warehouse for the Australian Wool Board is being built at Gardeners Road, Alexandria, New South Wales, at a cost of £310,000. The other two contracts involve additions to the printing works of the Victoria Herald and Weekly Times Ltd. at Nantilla Road, Clayton, worth £157,000; and a road/rail terminal for Mayne Nickless Ltd. at Hope Street, Enfield, New South Wales, worth £136,000.

A contract valued at approximately £1 million has been awarded to Taylor Woodrow International Ltd. by the South Australian Government, for the Construction of a library/supplies block and lecture theatre at Flinders Medical Centre, Rupert Avenue, Bedford Park, Southern Australia. The buildings, which will be on three levels, will provide comprehensive facilities for seminars and lectures, with the library also providing sterile departments, treated water tanks and other medical facilities.

North and South America and Western Hemisphere

During the year ended March 31, 1973 British building and civil engineering firms suffered a setback in obtaining new contracts in this area. The value of contracts obtained amounted to £50 million, as compared with £72 million during the previous year. Despite this setback—this being the only Continental area where a fall in value of contracts was recorded—activity in the area still remains at a high level. In Canada, the previous year's figure for new contracts had been especially high (£45 million), and most of the fall in this area

(continued on next page)

CONSTRUCTION WORK OVERSEAS
continued

was due to the Canadian figure falling to £27 million in the year ended March 31, 1973.

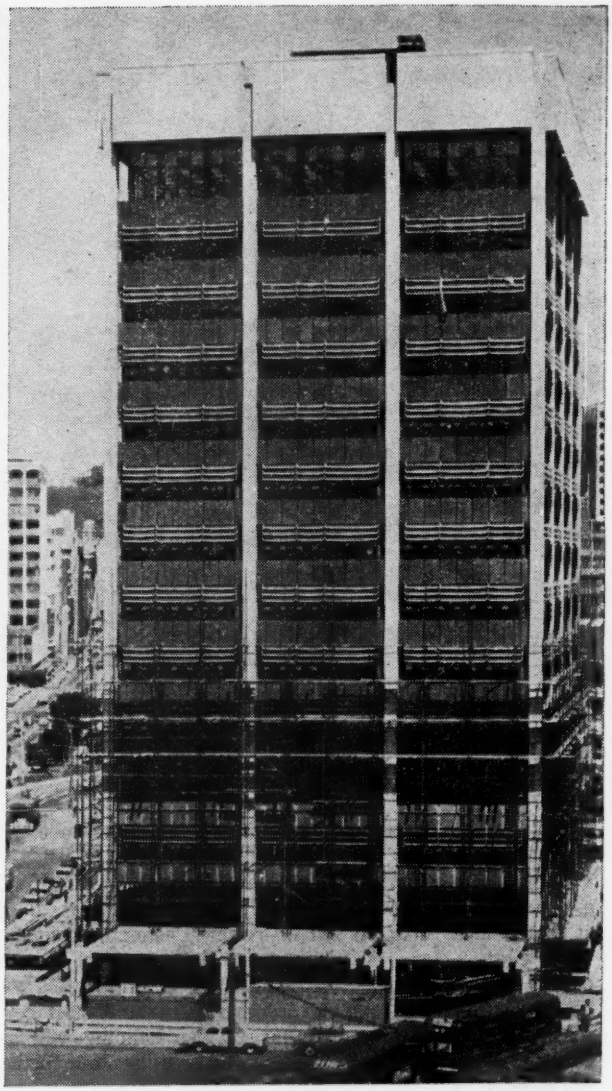
Simon-Carves of Canada Ltd., a Simon Engineering company, has been awarded a contract worth over £7 million by Mikas Oil Co. Ltd. for the engineering, design, supply and construction of a coal preparation plant and associated surface facilities at their Sukunka mine site in Canada.

Wimpey Canada has gained several large contracts in Canada during the period under review, worth in total about £5 million. The work is mainly concerned with the provision of roads, sewers and other underground services. The contracts include: £1¼ million job at Mississauga; a £900,000 contract at Scarborough; a contract worth over £500,000 also at Scarborough; and several jobs in the province of Ontario worth a total of over £1.1 million.

Turning to the United States of America, Woodall-Duckham have signed agreements with two US contractors, Bechtel and Foster Wheeler, which have resulted in orders for five substitute natural gas plants. The plants, which will produce substitute natural gas from naphtha, have resulted from the USA's much publicised energy shortfall. The total value of the five projects is over £40 million, but only a small part of this sum is relevant to the construction work covered in this article and included in Table 1. Woodall-Duckham have also received a contract valued at £2½ million, for coke ovens in Colombia. The contract, which was awarded by Colombia's Steel Company Acerias Paz del Rio SA, in the face of world-wide competition, covers the design, supply, construction supervision and commissioning of a battery of 57 coke ovens to be erected at Belencito. The installation will be at the existing steelworks, and when complete the battery will process 1,415 tonnes of coal per day to make blast furnace coke.

A £2.35 million contract has been awarded to Taylor Woodrow International Ltd. to supervise the construction of six multilateral schools in rural Guyana. Under the project Taylor Woodrow will provide overall planning and programme co-ordination, procurement services for plant and materials, and management and technical advice for the construction works to be carried out by Guyana Builders' Consortium Co-operative Society.

Wimpey (Caribbean) Ltd. have been awarded a £1 million contract to build a 12-storey office block in Port of Spain, Trinidad. Rising to a height of 187 ft.—among the tallest office buildings in the West Indies—the block has been designed by Anthony C. Lewis and Partners for construction in reinforced concrete. Completion of the project, for Trinidad and Tobago Insurance Ltd., is scheduled to take two years. Also in Trinidad, Wimpey (Caribbean) Ltd. have been awarded a contract to build a shopping centre on the outskirts of San Fernando, for the Trinidad and Tobago Industrial Development Corporation. The centre, which will take 12 months to complete, consists mainly of an 18,000 sq. ft. steelframed building with piled foundations. Higgs and Hill Civil Engineering Ltd. have been awarded a contract worth £90,000 to improve pier facilities at Basseterre on the Island of St. Kitts. Under the new contract dredging will be carried out and a timber pier (with other associated works) will be constructed.



The £1.3 million Rutherford House nearing completion by Cubitts (New Zealand) Ltd. for the New Zealand Electricity Department.

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At the Educational and Training Equipment Exhibition, 'SHKOLA', November 22-December 2, in Moscow, the Premier Drum Co. Ltd. of Wigston will show a wide range of drums and percussion instruments specially suitable for schools of music, music academies, conservatoires and cultural musical activities generally. A special feature of the display are the New Era instruments (shown in the photograph) made exclusively for use by children in schools. Premier has been established in percussion for over 50 years and was one of the first musical instrument manufacturers to exhibit at an international trade fair in Moscow, in 1960 and again in 1966.

Exhibitors and attendance grow at San Francisco Wescon Show

From K. McNamara, Vice-Consul (Commercial) British Consul General, San Francisco: Rotating each year between San Francisco and Los Angeles, the 1973 Western Electronic Show and Convention was held at the Civic Auditorium/Brooks Hall, San Francisco, September 11-14. Sponsored in previous years by the San Francisco Section, the Los Angeles Council, and Region 6 of the IEEE, a completely new alliance for the operation of the Show was introduced this year when the Electronic Representatives Association of Northern and Southern California joined the sponsorship.

In contrast to the 1971 Wescon Show held in San Francisco when attendance was below 25,000 with 349 exhibitors, the 1973 show attracted 392 exhibitors and an attendance of a little short of 28,000. Over the four-day period 33 technical sessions were scheduled and more than 100 papers were presented. Among the subjects covered were solid state devices, computers and micro-processors, data communications, digital readouts, medical electronics, instrument systems, microwave devices and power supplies. Non-technical papers were presented on marketing, finance, product dictribution, women in technology and there was a session for students.

A joint British venture sponsored by the Electronic Engineering Association in conjunction with the British Overseas Trade Board, provided the opportunity for 12 British firms to exhibit their products. Although immediate results could not be assessed, participating British companies were more than satisfied. They obtained a substantial number of quality inquiries and it was expected a good percentage would result in export business.

For the first time for perhaps three or four years an atmosphere of optimism for the immediate future of the electronic industry was evident and it seems to be the opinion of most people that growth will continue through 1974.

Many new products were introduced but the highlight of the Show was the Hewlett Packard 6½ in. long digital multimeter which gives 3½-digit readings at the point of measurement. Several companies introduced their new slide rule calculators in an effort to capture a portion of the booming slide rule calculator market. There is no doubt that sophisticated hand held pocket size instruments have become a reality.

The Wescon Show will next return to San Francisco in 1975, but in 1974 it will be held approximately the same dates at the Convention Center in Los Angeles. The US electronic industry appears to be entering a new phase of prosperity which could create increased opportunities for British manufacturers. Participation by British manufacturers in a show of this description undoubtedly provides an accurate indication as to their prospects in the US market.

Bustle reduced at Copenhagen fashion forum

From Mrs. Margaret Maxwell, Commercial Department, British Embassy, Copenhagen: The 16th Scandinavian Fashion Week took place in Copenhagen, September 16-19, and was located, as usual, in two main areas, Bella Centre and the Copenhagen Fashion Centre. Some wholesalers handling fashion merchandise exhibit in their own town centre showrooms during this period and all Copenhagen is very fashion conscious during these bi-annual events.

The Clothing Export Council of Great Britain, together with the British Overseas Trade Board, again organised a joint venture at the Bella Centre, with 54 British manufacturers participating, and surprisingly good business was reported. Surprisingly good, because the weather in Scandinavia has not favoured the clothing business. The winter of 1972/3 was mild and was followed by a warm, dry summer, leaving many retailers with high stocks. However, some CEC members reported 'best ever' business and others improvements on the previous season.

The fair organisers took the unusual step of issuing invitation cards, which could be exchanged at a price of Kr 10, for an admission ticket covering both the Bella Centre and the Fashion Centre, as well as the bus ride between the two.

The idea was to try to restrict entrance to the trade only and this seems to have been achieved. The total number of visitors recorded was 10,799. While some exhibitors prefer the bustle of a crowded fair, others found more serious buying was done than previously.

The small C hall of the Bella Centre was used for the first time at this fair. It housed a Fashion Show Theatre and a group of West German manufacturers and manufacturers of accessories. Other national groups were the Scandinavians, occupying the West Hall; the Austrian group of 12 manufacturers, with a lively Fashion Show in the East hall; and the Fashion Group of Lebanon, at the Fashion Centre.

UK Pavilion comes first in Nairobi

The British Pavilion at the Nairobi Show in Kenya, October 2-6, has won first prize in the international section. Sir Arthur Duff, High Commissioner, reporting the award, states: 'This is particularly gratifying as for some consecutive years we had been accorded this honour but recently newer exhibitors had overtaken our efforts.'

The High Commission telegraphs: '1973 reaffirms the Nairobi Show's position as Black Africa's supreme trade and agricultural showpiece. Records are being broken in overseas and trade participation in this, the largest annual event in independent Africa'.

Two joint ventures at the show—with the British Agricultural Export Council and the Agricultural Engineers Association—were supported by the British Overseas Trade Board.

Mr. Michael Heseltine, Minister for Aerospace and Shipping; Mr. A. Roberts, export manager; Mr. G. Herbert Edgar, publicity manager; Group Capt. Lerwill, Latin America sales manager; Mrs. Heseltine; and Mr. G. E. Hall, HM Consul-General, on the stand of Short Brothers and Harland Ltd. at the Sao Paulo International Aerospace Show. The aircraft model is an SD3-30.

Harrier jet and Red Devils team dazzle crowds at São Paulo display

From G. E. Hall, Consul-General, British Consulate-General, Sao Paulo: The first International Aerospace Show in Latin America was held at São Paulo, September 14-23. It attracted over half a million visitors and 210 exhibitors, of which 59 were from the USA, 57 from Brazil, 35 from France, 23 from Britain, 19 from Germany and nine from Italy. Canada, India, Israel, Holland and Czechoslovakia were also represented.

The exhibitors' stands in the huge modern Exhibition Hall at Anhembi Park (to be the site of the British Industrial Exhibition in August 1974) covered over 9,000 sq. m net, of which the British joint venture exhibits took 1,200 sq m. There was also a static exhibition of aircraft and daily flying displays 60 miles from São Paulo at São José dos Campos, the nearest available airfield and the home of the Technical Aviation Centre around which the Brazilian aircraft industry is being rapidly developed.

Patriotic pride

Of the 18 aircraft exhibited at São José the most impressive was undoubtedly the Hawker Siddeley Harrier V/STOL Strike Fighter whose twice daily demonstration of vertical take-off and landing, hovering, backwards, sideways and gyrating movements plus high speed low passes and soaring climbs from the hovering position, dazzled all spectators—and induced considerable patriotic pride in those from the local British community.

Other British aircraft displayed included the Vulcan bomber and Nimrod maritime reconnaissance aircraft, crewed by an RAF contingent; the Hawker Siddeley wide door 748 and 125-600; and the Britten Norman Trislander.

The Army's Red Devils parachute team also brought the crowd to their feet, although poor weather prevented them from jumping during the second half of the show. They did, however, succeed in rounding off their visit to Brazil with a dramatic jump on to the famous Copacabana beach at Rio de Janeiro.

The show was opened by President Medici at São José dos Campos, the ceremony being attended by Mr. Michael Heseltine, Minister for Aerospace and Shipping, and Mrs. Heseltine. During the following week Mr. Heseltine toured the British and other exhibits at Anhembi, was joint host at a reception arranged by the Society of British Aerospace Companies and the Department of Trade and Industry and visited the Rolls-Royce engine overhaul base in São Paulo.

Other British VIPs who visited the show were Mr. Ian Gilmour, Minister of State at the Ministry of Defence; Air Chief Marshal Sir Denis Spotswood, Chief of Air Staff; and Sir Lester Suffield, Head of Defence Sales, Ministry of Defence.

Exhibitors were agreed that the organisation of the show at both venues, apart from the problem of communications between them, was very good and most were able to form useful contacts during their visit. They had not expected immediate sales as a result of their presence there but some useful orders were expected to be confirmed soon after it. Several companies arranged presentations either before or after the show and thus compensated, at least in part, for what was generally considered to be a disappointing attendance by potential customers both from the Brazilian aircraft industry and from other Latin American countries. However, the majority of British exhibitors felt their participation to have been fully justified, not least in giving some of them a first close look at the great potential of the Brazilian market.

The show demonstrated clearly that Brazil has the beginnings of an aircraft industry, that it is determined to develop this as quickly as possible, that it has the industrial and technological capacity to provide the necessary basis and no shortage of foreign interest in participating in the process. Apart from the Bandeirante and the Xavante, three types of Brazilian made light aircraft were on show, as were Brazilian part-manufactured Lycoming and Continental engines.

Bright prospects

Visitors were able to see the plant where three types of Italian Silvercraft helicopters will start to be produced within the next four months and the aircraft components which Brazilian firms are exporting to the USA. The motivation for this development lies in an existing market for aircraft of all types of over 300 a year and an estimated demand in the next 10 years from internal airlines alone for the equivalent of 40 new 100-seat twin jet airliners.

The degree to which the British participation at this Aerospace Show will prove to have been worthwhile will depend on the perseverance and skill of the exhibitors in following up the opportunities and meeting the challenges which the event has forced on their attention. If they perform as well as the RAF and the Army did, the prospects are bright.

Good quality the key to successful opening at Home Sewing Show

From J. B. Houldsworth, British Trade Development Office, New York: Quality was the keynote for a successful participation by five British textile firms at the National Home Sewing Show, held at the Waldorf Astoria Hotel, New York, September 16-18. This was the first-ever visit by a British group to the Home Sewing Show and the joint venture participation was sponsored by the National Wool Textile Export Corporation, supported by the British Overseas Trade Board.

Cobb & Jenkins Ltd. has been selling in the United States for many years but has never taken part in an American trade show. At the New York exhibition they successfully introduced high quality wool and acrylic mixtures in a new series of cloths which, in addition to having the expensive look of pure wool, are hand washable. Another British company, Burt & Willis Ltd., included the latest design features which will be incorporated in its 1974 textile collection: the range included cottons, synthetics, wool blended with man-made fibres, wools and worsteds, traditional cashmeres, mohairs, alpaca fabrics.

Muted plaids are the very latest lightweight Harris tweeds and Scottish woollen cloths, designed specially for the American home dressmaker by S. A. Newall and Sons Ltd. of Stornoway which also displayed lightweight tartan cloths and all-wool knitting yarns. The interest of British women in home knitting has stimulated production of a great variety of yarns and the design of knitting patterns for up-to-date fashions, as well as conventional garments. Sirdar Ltd., a leading British company in this field, found a lot of interest for its attractive 100 per cent wool and its synthetic yarns.

The fifth British participant at the New York Show was Samuel Courtauld and Co. Ltd. which has been selling women's wear fabrics successfully in the United States for a long time: the range consisted mainly of well-designed dress materials made from man-made fibres. It added variety to the British display which was composed almost entirely of superbly designed British woollens.

The $3,000 million American home sewing market is expected to continue to grow at a rate of about 8 to 10 per cent during the next 18 months and skyrocketing prices of ready to wear clothing will be one of the main spurs to its continued progress. Next year's fashions are likely to be less romantic and less classic than in the past several seasons, yet they will be feminine and sophisticated with an original note.

At New York's National Home Sewing Show, Elaine Pilato and Ann Lubiak of Fabrics in Vogue, Bound Brook, New Jersey, admire cloth shown by M. Morrison of S. A. Newall and Sons Ltd. of Stornoway.

DTI display at Japan air show

THE Department of Trade and Industry's contribution to British aerospace development, particularly Concorde, was the theme of its display at the Japan Aerospace Show, Iruma, October 5-11.

DTI's aerospace activities include giving financial assistance for the development of new civil projects, among them the Hawker Siddeley 146 airliner, support for civil aircraft research and demonstrator programmes, development of Concorde including support by Government research establishments, promotion of civil aerospace exports—which in the past year have reached a record £400 million—financing of the National Space Technology Programme and provision of guidance on certain aspects of British space policy.

Greater interest shown in British footwear at Dusseldorf display

From H. C. von Massenbach, British Consulate-General, Dusseldorf: British footwear manufacturers put on an impressive display at Dusseldorf's 35th GDS, European Footwear Sample Display Show, September 22-24. The British industry has for many years been participating at this event with the result that a large number of both German and other Continental footwear buyers are familiar with what it has to offer. Not a few have entered into trading relations with UK suppliers but it has proved difficult to make much headway with British footwear in the German market.

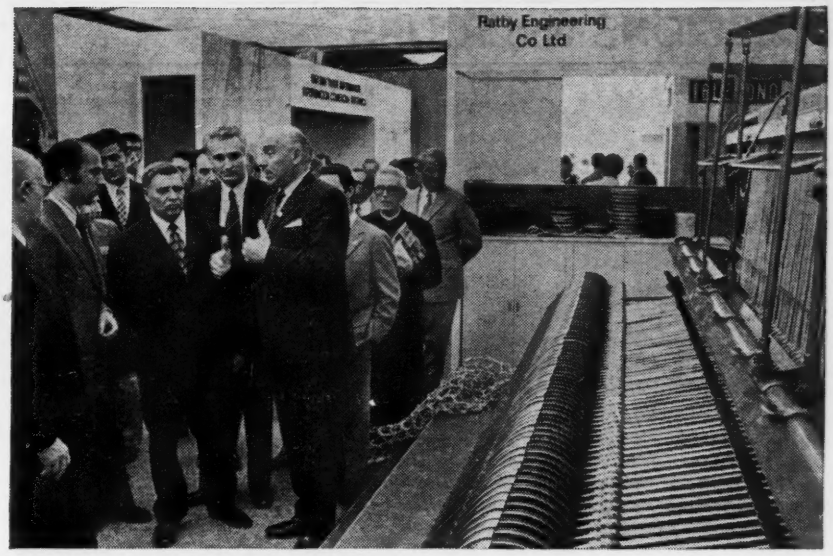
The unmistakable new interest shown by large buying organisations and representatives of both the retail and wholesale trade in Germany in what British manufacturers have to offer, as witnessed at this event, should go far to give added encouragement to tackle this market in depth.

The awakening interest in British footwear is accounted for firstly by the import tariff reductions and the favourable exchange rates which combine to make British footwear most competitive in price and secondly by the present depressed mood of the footwear retail trade which, as a result of the government's anti-inflationary policy, is having to cope with a fall-back in consumption and at the same time face a very price-conscious consumer market.

In taking a closer look at the British range on offer at this event, representatives of the trade were often very surprised to discover that British manufacturers were competitive in price and many were ready to accept the efforts made in styling footwear to meet the demands of this market.

Unfortunately, many of the British manufacturers will find themselves unable to act immediately on the numerous serious inquiries received at this show. With the British footwear industry at present fully committed in meeting an all time record demand on the home market, with capacity already for the most part overstretched and with manufacturers experiencing acute difficulties in obtaining raw material supplies, it is at the moment in no position to take advantage of the new trading opportunities offered, particularly in the Federal Republic of Germany. It is hoped, however, that new contacts made by the exhibiting British footwear manufacturers will lead to increased trade.

The British joint venture official exhibit was sponsored by the British Footwear Manufacturer's Federation in co-operation with the BOTB. The show was without doubt a success for the 23 British exhibitors.



The USSR Minister of Fisheries, Mr. Ishokov, centre of group, hears about some equipment on a British stand at the VI World Fishing Exhibition in Vigo.

Vigo world fishing fair: Britain largest exhibitor

From J. M. Cogolludo, British Vice-Consul, Vigo: Thirty-four British firms participated in the VI World Fishing Exhibition, held in Vigo, September 12-19, organised by Commercial Publications and Exhibitions Ltd., London. Twenty-six of these participants were within the joint venture sponsored by the City of Westminster Chamber of Commerce, supported by the British Overseas Trade Board, filling four halls occupying 9,000 sq. m within an area of 65.000 sq. m. The exhibition was also sponsored locally by the Vigo Chamber of Commerce.

The opening ceremony was presided over by the Spanish Minister of Industry, Excmo. Sr. D. José María Lopez de Letona, representing the Head of the Spanish State, in the presence of all provincial and local authorities; the chairman of Commercial Publications and Exhibitions Ltd., Mr. Peter Dew, OBE; the managing director, Mr. Walter G. H. Chesher; the chairman of the Vigo Chamber of Commerce, Don José Nogueira Mr. A. H. Spire, Chargé d'Affaires; and Mr. A. St. J. H. Figgis, First Secretary (Commercial) the British Embassy, Madrid; and myself.

It being an international event 200 other exhibitors took part from 17 countries—Norway, Sweden, Denmark, Poland, West Germany, Democratic Republic of Germany, Holland, France, United States, Spain, Portugal, Japan, Venezuela, Czechoslovakia, Italy, Belgium and Switzerland—whose exhibits ranged from electronics, marine engines, etc., to ropes (synthetic and wire).

The British Pavilion presented a series of demonstrations by firms such as the yacht of the Decca Navigator Co. Ltd., fish gutting machine by C. F. Wilson (1932) Ltd., The Metal Box Co. Ltd., Ratby Engineering Co. Ltd., Kelvin Hughes, Rediffon Telecommunications Ltd., Graviner (Colnbrooke) Ltd., Sperry Marine Systems, Keelavite Hydraulics Ltd., Babcock BDP Group, etc.

The British Pavilion was visited by most of the leading local industrialists and by the USSR Minister of Fisheries, Mr. Ishokov, who stopped at most of the stands and examined the exhibits very carefully. The Head of the State of Panama, General Omar Torrijos, also visited the British Pavilion.

A number of British exhibitors agreed that the volume of sales at the stands was very satisfactory and that the short and long term prospects were promising. The actual business done was in the region of £300,000, the estimated volume of future business amounting to over one million pounds and the number of inquiries received during the period of the exhibition by British companies was almost three thousand.

It is reported that over 100,000 visitors passed through the entrance gates, a satisfactory proportion of which represented serious inquirers. It is locally commented that the exhibition has been a complete success, not only from the commercial side but from the point of view of British prestige, since the organisers were British and Britain was the largest exhibitor.

Visitors and exhibitors around British stands at the European Footwear Sample Display Show.

Bahrain's Minister of Development and Engineering Services, HE Yusuf Ahmed Shirawi, was a luncheon guest of the directors of Cable and Wireless during a recent visit to London. He was accompanied by Bahrain's Ambassador to the United Kingdom, HE Sulman bin Daij Al-Khalifa, when he went to the headquarters of this British company which provides his country's telecommunication services. Pictured from the left are: Mr. R. W. Cannon, executive director; the Minister, the Ambassador, and Mr. A. A. Willett, managing director of Cable and Wireless.

N.E. Scotland missions are set for Japan, Germany and United States

THIS last quarter of the year sees overseas promotion activities of North East Scotland Development Authority at their most active with visits by representatives to Japan, Germany and the United States of America. Those in the region who wish to participate in these missions should contact NESDA at its Aberdeen headquarters: a few places are available for the USA; firms could be represented for Japan and Germany.

The mission to Japan will take place in the first fortnight of November: NESDA research and information officer Malcolm Bruce will participate in this. Referring to Japanese plans for overseas investment, NESDA states 'The five members of the Scottish mission representing various Scottish promotional agencies will be investigating the potential for ensuring that a significant share of this investment comes to Scotland. Apart from direct investments, they will be looking into the scope for joint ventures and licensing agreements between Scottish and Japanese companies and, finally, they will be investigating the opportunities for boosting the fast-growing links between Scotland and Japan.'

In mid-November, deputy development officer James Dinnes and area officer Stuart Philp will represent NESDA at the Interocean Exhibition in Dusseldorf. 'This is a major exhibition covering all aspects of exploiting resources in and under the sea. North East Scotland's traditional and growing importance as a major fisheries centre and its more recent emergence as the centre for Europe's offshore oil industry make this a very important exhibition for the region.'

In the first half of December, development officer John Hutton leads a trade mission to Southern California. 'This is the second most important centre of offshore industries in the USA, being the headquarters of Occidental Petroleum, Atlantic Richfield, Santa Fe Drilling, Global Marine, Smith International, Baker Oil Tools and Vetco Offshore, among other leading companies. Southern California, therefore, offers considerable potential for British offshore companies seeking to expand their markets or looking for joint ventures, licensing or agency agreements.'

NESDA also points out that California is a major consumer market offering great opportunities for the quality products for which North East Scotland is known.

The British Overseas Trade Board-supported mission will be based in Los Angeles and, states NESDA, individual members will be able to make visits to San Diego and San Francisco at little extra cost.

Exporter of various types of machinery, Soag Machinery Ltd. of Brentford recently welcomed two trade missions from Japan. Here, one party, from the Japanese Casting Association, comprising 10 members of the Copper Founders Association of Japan, hear about Soag products.

Demonstrating lighting to W. German authorities

A. J. SELLERS, managing director of Tildawn Electronics Ltd. of Alcester, Warwickshire, is currently on a tour of West Germany. He is undertaking a two-week sales drive in the company's specially-equipped demonstration vehicle with a full range of Tildawn products.

Accompanied by the company's West German agent, Mr. Sellers has an extensive itinerary, including visits to local authorities where the range of road warning lights and airfield lights is expected to be of particular interest.

Big sales drive to boost exports of generators

WITH increased production capacity becoming available as its new £250,000 automated plant nears completion, N. J. Froment and Co. Ltd. of Easton, Lincs., is undertaking a big sales drive to boost exports.

Led by the company's managing director Jim Froment, the operation involves visiting some 16 countries in a tour he estimates at over 42,000 miles.

Having just returned from a seven-day goodwill trip to Sweden seeing distributors and users, Mr. Froment is returning there for a more extensive tour this month. A 10-day sales drive to Israel follows.

Meanwhile, his son Peter, a director of the company, is visiting Central and Southern Africa.

Both team up in November, destination Canada and the USA. In the New Year they plan to return to the USA, with further trips set for Scandinavia, Eastern Europe and the Middle East.

'We have invested considerable time and money in developing a new range of generators with world-wide potential,' said Mr. Froment.

West Country exporters to Japan and Far East

TRADE mission sponsored by the Bristol Chamber of Commerce left on September 23 for a four-week intensive selling tour of Japan, Hong Kong, Singapore and Bangkok. Leader of the BOTB-supported mission is G. J. Shore, the Chamber's chief executive.

Fourteen West Country firms, whose products range from electronic accessories to divers underwater telephones and from printing presses to ticket issuing equipment and high quality clothing, are taking part. There has been a dramatic rise in world prices in the last year and Britain's exports are now probably more competitive than ever before, states the Chamber. Thus the time is opportune for the country to expand its export markets and Japan, which is anxious to take more goods from exporting nations, is an obvious target.

The fast-growing markets of Hong Kong and Singapore will also be extensively explored by the mission and although the visit to Bangkok will be only a brief one a meeting there has been arranged with local businessmen.

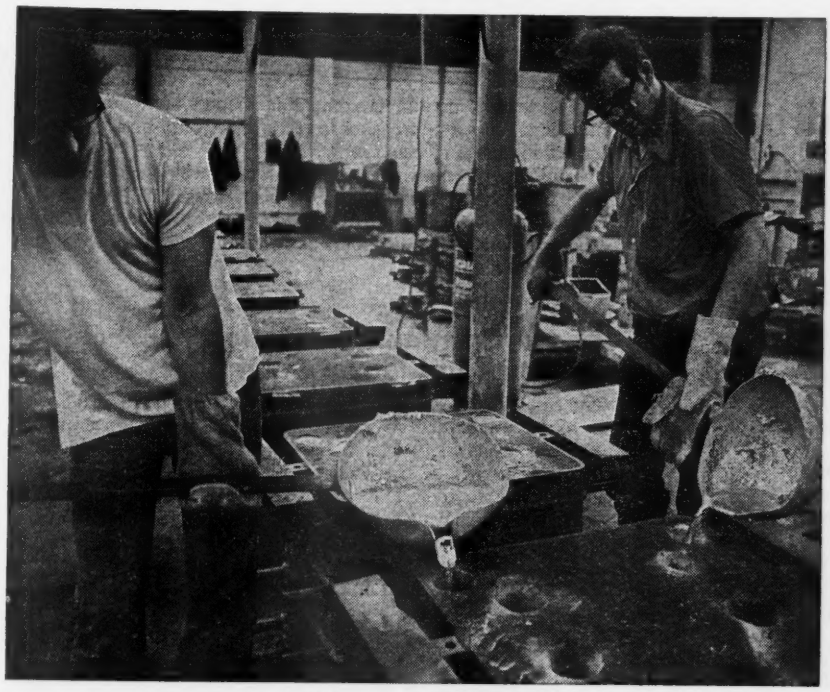
Sixty visits to Czechs result in £2m orders

GIBBONS Brothers Ltd. of Brierley Hill, Staffs., has won a contract valued at over £650,000 to supply new sewer pipe plant for Duchcova, Czechoslavakia.

The contract means that Gibbons Brothers has now won orders to the value of nearly £2 million from Czechoslavakia since it first started selling operations there some five years ago. The first contract, valued at £600,000, was won shortly after the company exhibited for the first time at the Brno Fair in 1968.

Gibbons states that one of the reasons for the successes in Czechoslavakia is that its kiln sales and projects manager, L. J. Gunn, has made no fewer than 60 visits there over the past five years, Many other journeys have been made by various members of staff in order to maintain close liaison with the relevant authorities.

Gibbons Brothers Ltd. has exhibited at the Brno Fair every year since 1968 and is exhibiting again this year when it anticipates securing even more business from Czechoslavakia.



Foundrymen at the Sandy, Bedfordshire, factory of RKB Precision Products pouring aluminium alloy into moulds for the production of precision sand castings. The company has won a major order from Ampex of Belgium for aluminium castings for professional tape recorders and is negotiating for further contracts in Northern Europe. The Ampex order is the direct result of RKB's participation in the Electronica exhibition in Munich last year when contact was made with many concerns eager to know more of its sand casting techniques and design service.

Davy Powergas in new £14m project for methanol plant in South Korea

DAVY Powergas Ltd., a Davy International company, has been awarded a contract by Taesung Methanol Industrial Co. Ltd., South Korea, for a methanol plant of 1,000 metric tons per day capacity. The design of the plant will be based on ICI's low pressure methanol and naphtha reforming processes and a Davy Powergas Modular reforming furnace will be used. The value of the project is approximately £14 million.

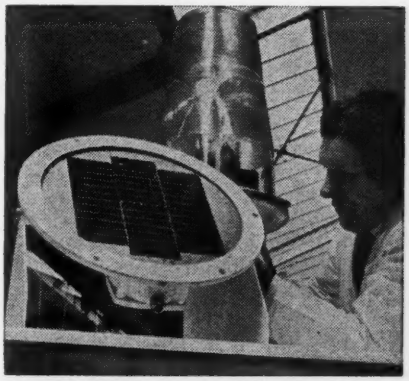
The plant will be built at Yosu in Kwangyang province and, states Davy, will be the first installation to be located in an area designated for major petrochemical developments.

Davy Powergas will be responsible for process and engineering design, procurement of equipment and supervision of erection and start-up. Most of the equipment will be supplied from the UK, with the balance from Japan, and the plant is scheduled for completion in 24 months.

Taesung Methanol Industrial Co. is a joint venture formed by Taesung Lumber Industrial Co. of Korea and Mitsubishi Corporation of Japan. Taesung Lumber is already operating a successful methanol plant in South Korea built by Davy Powergas. This was one of the first plants to use the ICI low pressure process.

The contract is being financed by an ECGD-backed loan provided by a consortium of banks headed by Lazard Brothers and Co. Ltd.

This is the ninth ICI low pressure methanol plant contract to be announced by Davy Powergas. Plants already in operation range in capacity between 150 and 1,800 tons per day and the total output from Davy Powergas plants either operating or under construction now approaches 10,000 tons of methanol per day.



A section leader at Stone-Platt Crawley Ltd. assembling a solar cell and lantern on an equipment for a lighthouse authority in the Pacific.

Forty-five Stone-Chance solar-cell-powered installations, capable of being seen at varying distances up to 15 miles on a clear night, are included in a £1 million order for Stone-Chance nav-aids for the Phillippines.

Dyeing machines for big Polish textile mill

IMPORTANT order for Platt Longclose dyeing machines has been received from Poland. A total of 18 machines will be supplied for a new mill extension in Turek that is to be entirely equipped by a consortium of British manufacturers. When completed, the mill will be able to handle more than 30 million metres of knitted fabrics per year, largely made from synthetic yarns. Production is being centred on an extensive new mill section but some machinery will also be installed at the Polish textile industry's central research laboratory in Lodz. Total cost of this major project is estimated at £1.75 million with installation and commissioning scheduled for the second and third quarters of 1974.

Two distinct types of the latest Platt Longclose of Leeds machinery have been specified, both of which already are operating successfully all over the world: the Ventura jet dyeing machine (seven ordered) and the Rapid Flow horizontal beam (11 ordered). All the machines are designed for operation at up to 140°C and are equipped with automatic control instruments in central process control panels. They are suitable for processing fabrics constructed from all types of man-made and natural fibres used by the knitting industry.

This major contract—awarded to a consortium led by Mather and Platt Ltd.—requires technical and performance guarantees for the production of apparel fabrics of the quality supplied to the mass markets of the UK and other Western countries. To achieve this the mill personnel will be trained and initial production will be supervised.

Major push into Europe by Kent Cambridge Medical equipment

KENT Cambridge Medical Ltd. of Cambridge, the medical instrumentation specialist company in the George Kent Group, is undertaking a major series of demonstrations of its medical systems and products for specialist audiences around Europe between now and the end of the year.

The equipment is being taken to Austria, Belgium, Italy, the Netherlands and Yugoslavia, as well as various venues in the United Kingdom. It is being shown to specialists in these countries as part of the company drive to consolidate the growing market for its products in Europe and in the enlarged EEC in particular.

The equipment to be seen at the various points around Europe includes Kent Cambridge Medical's latest developments—the Fibre Optic Medical Recorder, which is being shown with the company's latest advances in ultrasonic techniques, and the Cambridge Care Unit patient monitoring system.

Other equipment being shown includes a fully-equipped resuscitation trolley, heart pacemakers and the company's remote transmission system for electrocardiograms via standard telephone or radio links.

Kent Cambridge Medical has already mounted a display of this instrumentation at the 13th meeting of the Austrian, German and Swiss Anaesthesiology societies in Linz, Austria (September 5 to 8) and is exhibiting at Het Instrument Exhibition, Amsterdam. This month the display moves to Optija for the 2nd Yugoslav Congress of Anaesthesiology (October 2 to 6) and then goes on to Brussels for the 8th International Exhibition of Medical and Hospital Equipment (October 18 to 25).

New Zealand's additional £44m import provision—issue of licences

THE New Zealand Minister of Trade and Industry has announced the list of goods for which the additional $70 million (about £44 million) import provision will be made. These licences will be issued on a 'once only' basis. This will be done by an automatic increase in many items for which basic licences are issued. Importers of certain other items will be invited to apply for licences, and there is provision over a range of items for new importers, trading in the same or related lines to apply also.

A condition of all licences issued will be that goods must be shipped by March 31, 1974.

Licences on most of the basic items will be 25 per cent of qualifying licences in 1972/73. These will cover a range of foodstuffs and related items including canned fish and meats, confectionery, certain preserved fruits, beer, cigarettes and cigars; other items of interest to the consumer such as toilet preparations, carpets, infants' clothing, apparel, paints, certain children's footwear, refrigerators, washing machines, etc., hairdressing appliances, radios, loudspeakers, tape recorders, furniture, brushware; and also industrial materials included in industry groups and related materials such as timber, sanitary earthenware, aluminium tubes, etc., bolts and nuts, springs, locks, taps, cocks and valves.

An increase of 20 per cent will be made in certain other basic licence items including wines, synthetic yarns and fabrics, copper tubes, aluminium foil, and juice extractors. A 10 per cent increase has been made in others, such as certain glassware items, adult footwear, certain paper products, leather gloves and Manchester goods.

The goods covered by the non-basic items for which application for licence may be made include fish, gin, jams and jellies, margarine, canned meats, glucose, inks, certain disinfectants, insecticides and fungicides, plastic materials and articles, leather, tyres and tubes, plywood, particle board, kraft paper and paper board, wool machine knitting yarns, woven woollen piecegoods, steel, copper and aluminium sheet, bars, rods, etc., wires and cables, nails, self-tapping screws, certain household appliances, taps and faucets, amplifiers, bicycles, projector screens, electronic organs, cutlery, and a wide range of machinery.

A full list of goods covered by the new provisions is available from DTI Export Data Branch, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757, ext. 401/468/469). British exporters with inquiries should indicate the goods in which they are interested.

Anglo-German Foundation for the Study of Industrial Society

THE Anglo-German Foundation for the Study of Industrial Society is to be established in accordance with an inter-governmental Agreement signed in March by Chancellor Brandt, representing the Government of the Federal Republic of Germany and the Prime Minister, representing the Government of the United Kingdom. The Agreement provides for the supervision of the work of the Foundation by a Board of Trustees, comprising six German and six British members. The following have agreed to serve as the first Trustees of the Foundation:

By invitation of the Government of the Federal Republic of Germany:
Dr.-Ing e.h. Helmuth Burckhardt
Professor Dr.-Ing H. Leussink
Dr. Alexander W. Menne
Ambassador Dr. H. Northe
Herr Heinz-Oskar Vetter
Professor Dr. Carl-Christian von Weizsäcker

By invitation of the Government of the United Kingdom:
Lady Gaitskell
Sir David Barran
Mr. Victor Feather, CBE
Sir Roger Jackling, KCMG
Dr. F. E. Jones, MBE, FRS
Professor W. G. McClelland.

During his state visit to this country in October 1972 President Heinemann proposed the establishment of an Anglo-German Foundation for the Study of Industrial Society.

An inter-governmental Agreement to this effect was signed by

Mr. Kakuei Tanaka, Prime Minister of Japan, with Sir Geoffrey Howe, Minister for Trade and Consumer Affairs, at Claridge's Hotel, London, last week during Mr. Tanaka's official visit to the United Kingdom. Mr. Tanaka's engagements included an audience with the Queen and talks with Mr. Heath. His discussions with Sir Geoffrey covered trade and other subjects for which the DTI is responsible. He had separate talks with Mr. John Davies, Chancellor of the Duchy of Lancaster, and other engagements concerning trade included a lunch with the Confederation of British Industry and a reception by the Japanese Chamber of Commerce.

Chancellor Brandt and the Prime Minister during his visit to Bonn in March 1973. The purpose is to promote closer relations between the two countries in the industrial field, against the background of the far-reaching changes now taking place in the political and economic life of Europe, and in the belief that the two countries can make a significant contribution towards solving the future problems of modern industrial society.

The Foundation's aims are to promote the study, and to deepen the understanding of the problems of modern industrial society in the two states and of the ways in which such problems may be resolved. The Foundation is expected to encourage and support the exchange of knowledge by mutual visits, by exchange programmes for persons engaged in or concerned with industry, and by research into the structure of industrial society including industrial environment and industrial relations.

The Foundation will be established by Royal Charter which is expected to be granted shortly, and will be supervised by a Board of six German and six British Trustees, through a Secretary-General to be appointed by themselves. The Duke of Edinburgh and President Heinemann have agreed to act as Patrons.

The German Government is providing 15 million Deutsche Mark for the establishment of the Foundation and for its activities during an initial period of five years.

Export Credits Guarantee Department—statutory return

DURING the quarter ended June 30, 1973 the Export Credits Guarantee Department assumed liability:

(a) under Section 1 of the Export Guarantees Act 1968 up to a maximum of £299,615,541 in respect of guarantees amounting to £478,024,297
(b) under Section 2 of the Export Guarantees Act 1968 up to a maximum of £20,315,398 in respect of guarantees amounting to £30,086,219
(c) under Section 1 of the Overseas Investment and Export Guarantees Act 1972 of £1,002,383 in respect of Insurance Agreements amounting to £2,688,790.

Saudi Arabia: visa regulations

REVISED information was published in *Trade and Industry*, July 12, 1973 about visas for intending business visitors to Saudi Arabia. There have since been two major alterations.

First, it is now understood that an intending business visitor whose company does not have a branch or agent in Saudi Arabia should ask one of the Saudi firms he intends to visit, or a Saudi agent for another UK firm, to apply to the Saudi Arabian Ministry of Foreign Affairs on his behalf. Once the MFA's visa authority is granted, the sponsor must first despatch a telegram to the Saudi Arabian Embassy in London quoting details of the MFA's visa authority, and then inform the intending visitor. The latter should then make application to the Saudi Arabian Embassy quoting the visa authority. The arrangement whereby a freelance visitor to Saudi Arabia could apply for a visa to the Saudi Arabian Embassy in London with a supporting certificate from his Chamber of Commerce is no longer operative.

Second, it is understood that the Saudi Arabian Government has abolished (a) the need for foreign visitors to register with the police within three days of arrival, and (b) the need for a letter from the person sponsoring the visa before the foreign visitor can leave the country.

CRE ext. 5396

NOTICE TO IMPORTERS

Imports of aluminium from Romania

FROM time to time in 1973 and in response to applications the DTI have issued individual licences for imports of the following goods originating in and consigned from Romania:

Tariff heading	Description of goods
76.01	Unwrought aluminium; aluminium waste and scrap
76.02	Wrought bars, rods, angles, shapes and sections, of aluminium; aluminium wire
76.03	Wrought plates, sheets and strip (including discs and circles), of aluminium
76.04	Aluminium foil
76.06	Tubes, pipes and blanks therefor, of aluminium; hollow bars of aluminium

Importers who wish to have applications considered should apply on Form ILB/A to the DTI Import Licensing Branch, Sanctuary Buildings, 20 Great Smith Street, London SW1 3DB and provide evidence in the form of a certificate issued by the Romanian authorities in London of the likely availability to them of the material from Romanian suppliers. Licences will be issued only on a consignment basis.

Applications for temporary exemption from import duty

THE Department of Trade and Industry is considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Department of Trade and Industry, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by October 25.

Tariff heading	Proposed definition for tariff purposes	Applied for as	Exemption required until	Reference
29.22	4-Chloroaniline	as in previous column	December 31, 1973	13530
	N-(2-Chloroethyl)di*iso*-propylammonium chloride	Di isopropylamino-ethyl chloride HC1	December 31, 1973	14715
29.35	Phenothiazine	Phenothiazine min 95% purity	December 31, 1973	13303

CRE Commercial Relations and Exports Divisions, DTI Tel. 01-222 7877 (extension at end of each notice)

EDB Export Data Branch, Export Services Division, DTI Tel. 01-248 5757 (extension at end of each notice)

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TARIFF & TRADE NOTICES

France

CUSTOMS TARIFF AMENDMENTS—MEAT: The French *Journal Officiel*, September 12, 1973 announced that, further to EEC Regulation 2260/73, the following changes in descriptions of items, set out below, will apply from September 17, 1973.

The amendments concern definitions of carcases of the bovine species and consequently modify the additional notes of Chapter 2 of the French customs tariff.

Tariff no.	Description	Rate of duty per cent + L (Levy)
02.01	Meat and edible offals of the animals falling within heading nos. 01.01 to 01.04 inclusive, fresh, chilled or frozen:	
A.II	Meat of domestic bovine animals:	
2	Frozen:	
aa to cc	no change	
dd	Other:	
22	Boned or boneless;	
aaa	Forequarters, whole or cut into a maximum of five pieces, each quarter being in a single block; 'compensated' quarters in two blocks, one of which contains the forequarter, whole or cut into a maximum of five pieces, and the other, the hindquarter, excluding the tenderloin, in one piece	20 + L
bbb	Crop, chuck and blade and brisket cuts (known as Australian cuts) (a)	20 + L
ccc	Other	20 + L

(a) Entry under this subheading is subject to the production of a certificate laid down by the competent authorities.

Copies of the French text of the notice can be sent on request or seen at Export House. **EDB ext. 423/408/288**

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In many cases further information on the notices published on these pages is available from the Department of Trade and Industry. The main branches concerned are: Commercial Relations and Exports (CRE) Divisions, DTI, 1 Victoria Street, London SW1H 0ET (tel: 01-222 7877); and Export Data Branch (EDB), DTI, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (CRE or EDB) and the appropriate telephone extension number. In the Tariff and Trade Notices section countries are grouped by continents as far as possible; they are listed alphabetically on the contents page.

Belgium

REGULATIONS ON COSMETICS: The *Moniteur Belge* of September 26, 1973, published a decree dated May 24, 1973, which gives details of regulations governing cosmetic products. The decree comes into force on April 1, 1974. Copies of the decree (in French) are available. **EDB ext. 288/466/467**

Spain

IMPORT REGULATIONS—Fresh fruit and vegetables: The Spanish *State Gazette*, September 17, 1973, published an Order dated September 15, establishing regulations on import of fresh fruit (tariff heading 08.06) and fresh vegetables (tariff heading 07.01). These products can be imported freely by private individuals or firms complying with the Order. Imports will be subject to the 'derechos reguladores' (regulating duties) system. The periods for importing these products are as follows:

Pears	First period	June 1	—September 30
	Second period	October 1	—May 31
Apples	First period	June 1	—November 30
	Second period	December 1	—May 31
Quinces	First period	August 1	—November 30
	Second period	December 1	—July 31
Garlic	First period	June 1	—August 31
	Second period	September 1	—May 31
Onions	First period	June 1	—September 30
	Second period	October 1	—May 31
French beans	First period	June 1	—July 31
	Second period	August 1	—May 31
Peas	First period	April 1	—April 30
	Second period	May 1	—March 31
Peppers	First period	August 1	—September 30
	Second period	October 1	—July 31

MEALS: The Spanish *State Gazette*, September 17, 1973, published Decree 2142/1973, establishing that imports of animal or vegetable protein meals and soya oil and soya bean meals will be included in the 'derechos reguladores' (regulating duties) system.
EDB ext. 462/471/472/473

IMPORTED GOODS—STABILISATION OF MARK-UPS: The Spanish *State Gazette*, September 17, 1973, published a decree stabilising the mark-ups of imported goods sold in Spain in their same state. The main points of the decree are as follows:

The mark-ups (difference in price paid by importer to supplier including taxes, and retail price including taxes) will not exceed in absolute value those for similar transactions obtained until February 15, 1973. Importers who started operating after February 15, 1973, should apply to the Ministry of Commerce for authorisation for their proposed mark-ups.

Imported goods are considered to be in their same condition as when actually imported if they have merely undergone handling which does not alter their original characteristics.

Exceptionally, importers or distributors who, as a result of increases in cost prices at origin or changes in currency exchange rates, consider that they cannot comply with the first point above, should apply to the Direccion General de Comercio Interior providing as much information as might be required.

EDB ext. 462/471/472/473

CUSTOMS TARIFF REDUCTIONS—COTTON GOODS, CARPETS, ETC.: The Spanish *State Gazette*, September 17, 1973, published Decree 2148/1973 of September 14, issued by the Ministry of Commerce, reducing for a period of three months customs duties at present levied on the following products:

Heading	Product	Percentage of reduction
55.01	Cotton, not carded or combed	60%
55.03	Cotton waste (including pulled or garnetted rags), not carded or combed	60%
55.04	Cotton, carded or combed	60%
55.05	Cotton yarn, not put up for retail sale	60%
55.06	Cotton yarn put up for retail sale	60%
55.07	Cotton gauze	35%
55.08	Terry towelling and similar terry fabrics, of cotton	35%
55.09	Other woven fabrics of cotton	35%
58.01	Carpets, carpeting and rugs, knotted (made up or not):	
58.01.A	of silk, wool or animal hair	10%
58.02	Other carpets, carpeting, rugs, mats and matting, and 'Kelem', 'Schumacks' and 'Karamanie' rugs and the like (made up or not)	10%
58.04	Woven pile fabrics and chenille fabrics (other than goods falling within headings 55.08, 58.05):	
58.04.E	of cotton	20%
58.05	Narrow woven fabrics, and narrow fabrics (bolduc) consisting of warp without weft assembled by means of an adhesive, other than goods falling within heading 58.06:	
58.05.D	of cotton	20%
58.06	Woven labels, badges and the like, not embroidered, in the piece, in strips, or cut to shape or size	20%
58.07	Chenille yarn (including flock chenille yarn), gimped yarn (other than metallised yarn of heading 52.01 and gimped horsehair yarn); braids and ornamental trimmings in the piece; tassels, pompons and the like	
58.07.A	Chenille yarn and gimped yarn:	
58.07.A.1	of cotton	20%
58.07.B	Braids in the piece:	
58.07.B.1	of cotton	20%
58.07.C	Other ornamental trimmings in the piece:	
58.07.C.1	of cotton	20%
58.07.D	Tassels, pompons and the like:	
58.07.D.1	of cotton	20%
60.01	Knitted or crocheted fabric, not elastic nor rubberised:	
60.01.C	of cotton	30%
60.03	Stockings, under stockings, socks, ankle socks, sockettes and the like:	
60.03.A.2	Full- and knee-length stockings, and sockettes of cotton	30%
60.03.B.2	Sports socks and stockings of cotton	30%
60.03.C.1	Under stockings and other articles not specified above, of cotton	30%
60.04	Under garments, knitted or crocheted, not elastic nor rubberised:	
60.04.C	of cotton	30%
60.05	Outer garments and other articles, knitted or crocheted, not elastic nor rubberised:	
60.05.C	of cotton	30%
60.06.A.1	Cotton fabrics in the piece	30%
61.01	Men's and boys' outer garments:	
61.01.A	of cotton	30%
61.02	Women's, girls' and infants' outer garments:	
61.02.A	of cotton	30%
61.03	Men's and boys' under garments, including collars, shirt fronts and cuffs:	
61.03.A	of cotton	30%
61.04	Women's, girls' and infants' under garments:	
61.04.A	of cotton	30%
61.05	Handkerchiefs:	
61.05.A	entirely or partially made up or manufactured from tulle, beige, lace or other similar fabrics	30%
61.05.B.1	entirely or partially hand-made	30%
61.09	Corsets, corset-belts, suspender-belts, brassieres, braces, suspenders, garters and the like (including such articles of knitted or crocheted fabrics), whether or not elastic	30%
61.10	Gloves, mittens, mitts, stockings, socks and sockettes not being knitted or crocheted:	
61.10.A	of cotton	30%
61.11	Made up accessories for articles of apparel (for example, dress shields, shoulder and other pads, belts, muffs, sleeve protectors, pockets, etc.)	
61.11.A	of cotton	25%
62.02	Bed linen, table linen, toilet linen and kitchen linen; curtains and other furnishing articles:	
62.02.A	of cotton	35%
62.05	Other made up textile articles (including dress patterns):	
62.05.B.1	of cotton	35%

The Decree came into force on September 17.

EDB ext. 462/471/472/473

Portugal

SULPHURIC ACID—DRAWBACK OF IMPORT DUTY: Portuguese *Diario do Governo* No. 217, September 15, 1973, published Order 622/73 authorising, until December 31, 1973, the import under drawback of 7,000 tonnes of sulphuric acid intended for the manufacture of 18 per cent superphosphate for export. For each 1,000 kg of 18 per cent superphosphate exported, the duty on the import of 372 kg of sulphuric acid will be refunded.

EDB ext. 460/461

Austria

PRICE DETERMINATION LAW EXTENDED: It was announced in the Austrian *Bundesgesetzblatt*, August 9, 1973, that the Price Determination Law, which was due to expire on September 30, 1973, has been extended to September 30, 1974. **EDB ext. 458/461**

Yugoslavia

FARMING EQUIPMENT—DUTY REDUCED: The Yugoslav *Official Gazette*, July 26, 1973, states that the import duty has been reduced to 5 per cent for some equipment when used in the farming industry. Tariff numbers affected are: 84.10/2, 84.24/1c, 2b, 5b, 7b, 9a and b; 84.25/1b, 3a, 3b, 4b and c, 5b, 5c, 6a and b, 9, 10a and b, 12; and 84.26/1; 87.01/1b. **EDB ext. 420/475**

(*continued on next page*)

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YUGOSLAVIA
continued

REGULATIONS ON TEMPORARY IMPORTS: It has been announced in the Yugoslav *Official Gazette*, August 2, 1973, that new regulations on temporary imports have been introduced. Details are available on request. **EDB ext. 420/475**

Malta

PANEL OF APPROVED CONTRACTORS: Further to the *Trade and Industry* notice of August 23, 1973, the following ruling has been given by the Maltese Accountant General and Director of Contracts. British firms who are not represented locally, and who intend to submit bids for Government tenders, should apply as soon as possible to be included in the list of approved contractors. It is emphasised that applications should not be left until tenders are submitted, and should be made now to the Accountant General and Director of Contracts, The Treasury, St. Calcedonius Square, Floriana, Malta, from whom application forms may be obtained. The forms require details of the applicant's bankers, which should preferably be a local bank, although one of the major British banks would be acceptable.

While applications should be made as soon as possible, they will be accepted over a period of about six months from now. In the meantime, bids to tender from foreign firms will be considered as in the past. **EDB ext. 471/472/473/462**

Tunisia

OYSTER SPAWN—DUTY SUSPENDED: It has been announced in the Tunisian *Official Journal* September 11, 1973, that the import duty on oyster spawn (ex BN 03.03) has been suspended with effect from June 1, 1973. **EDB ext. 420/475**

South Africa

IMPORT CONTROL—MORE GOODS FREED: On August 16 the South African Minister of Economic Affairs announced that an additional 66 types of commodities would be transferred to the list of goods which may be imported free of permit. Details of these commodities were given in South African *Government Gazette*, August 31, 1973 and are now available from OTAR Section, Export Data Branch. **EDB ext. 471/472/473/462**

Seychelles

CUSTOMS TARIFF AMENDMENTS—BOATS AND EQUIPMENT, TOOTHBRUSHES AND TOOTHPASTE: Statutory Instrument No. 17 of 1973, published in the *Seychelles Gazette*, March 12, 1973, amends the customs tariff in Schedule A and B to the following extent:

Schedule A—Rates of Import Duty

By the addition of the following new item:

Description of goods	Duty—how chargeable	Rates of duty	
		General	Preferential
4A Boats (except commercial fishing boats)	Ad valorem	12½%	8½%

Schedule B—Exemptions from Import Duty

a By the deletion of item 47 and by the substitution therefor of the following new item:

47. Ships' and boats' flare and signal equipment, ships' and boats' radio equipment capable of receiving and transmitting, life buoys, life jackets, life rafts, and marine engines.

b By the addition of the following new item:

57A. Toothbrushes and toothpaste.

EDB ext. 471/472/473/462

Pakistan

NEW REVENUE MEASURES: The Government of Pakistan has introduced a Supplementary Finance Order to raise additional revenue required as a result of the floods. Measures include:

Import duty surcharge of 25 per cent, except on certain machinery items.

Import duty of 10 per cent *ad valorem* on tractor and tractor parts.

Import duty of 50 per cent *ad valorem* on spices, BN 09.04 to 09.10 inclusive.

Import duty of 55 per cent extended to cars of value not exceeding Rupees 18,000 (previously Rs 15,000) and sales tax at the import stage at 20 per cent of the duty-paid value.

Import duty on betel leaves and nuts raised to Rs 20/- per lb and Rs 5/- per lb respectively.

Income tax increase of 10 per cent.

Small excise duties on sugar and cigarettes.

British exporters requiring further information should specify the items when applying. **EDB ext. 420/475**

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Total Assets	251,689,464	" "

as at 30th June 1973
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GOODS TRANSFERRED TO 'TIED LIST' OF IMPORTS: The Government of Pakistan has decided to shift the following items from the Free List to the Tied List of its current import policy:

Accumulators and batteries, not otherwise specified
Dry battery cells, round
Electric lamps (bulbs only)
Knitting wool
Razors and razor sets
Razor blades
Refrigerators domestic (components)
Rubber manufactures, not otherwise specified (excluding hot water bottles)
Toilet preparations:
face powders and face creams
soaps medicated
soaps other than medicated
talcum powder
tooth paste
Tyres and tubes, all sorts, not otherwise specified

British exporters requiring further information should specify the goods when applying. **EDB ext. 420/475**

Malaysia

IMPORT LICENSING EXEMPTIONS: The Malaysian *Government Gazette* has published the following amendments to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1973:

The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 7) Order 1973 amends the First Schedule to the Order by deleting heading number 38.11 320 and all the particulars that follow.

The Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No. 8) Order 1973 amends the First Schedule to the Order by deleting the following heading numbers and all the particulars that follow:

09.01 500, 18.02 000, 33.06 820, 38.11 920, 48.01 512, 48.15 200, 60.04 61.04 180, 61.04 280, 61.04 380, 61.04 980, 73.29 100, 73.32 100, 73.38 110 73.38 120, 76.15 190, 76.15 700, 82.11 410, 82.11 420, 83.01 100, 83.01 200 83.11 100, 84.06 213, 84.06 214, 84.06 219, 84.06 243, 84.06 244, 84.06 249 84.06 250, 84.06 291, 84.06 299, 84.06 330, 84.10 100, 84.10 200, 84.10 300 84.10 410, 84.10 420, 84.10 430, 84.10 500, 84.11 110, 84.15 910, 84.15 920 84.15 930, 84.15 940, 85.01 110, 85.01 120, 85.01 190, 85.09 110, 85.09 210 85.09 910, 87.12 201, 87.12 202, 87.12 203, 87.12 204, 87.12 205, 87.12 206 87.12 207, 87.12 208, 87.12 209, 87.12 210, 87.12 211, 87.12 212, 87.12 213 87.12 298, 87.12 299 and Section XI

The Second Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1973 is amended by deleting the following heading numbers and all the particulars that follow:

11.02 401, 11.02 409, 11.02 480, 17.04 000, 25.22 000, 31.02 990, 38.19 900, 39.02 390, 39.02 990, 48.07 430, 48.13 100, 59.08 000, 60.03 2, 60.03 3, 60.03 4, 60.03 9, 73.06 100, 73.06 200, 73.07 100, 73.07 900, 73.15 110, 73.15 120, 73.15 210, 73.15 220, 85.19 810, 85.19 890, 85.21 120, 85.21 200, 98.08 100

The Fifth Schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1973 is amended by deleting heading numbers 60.03 1, 61.03 110, 61.03 210, 61.03 310, and 61.03 910 and all the particulars that follow.

Note:
First Schedule: Goods prohibited from import into any part of the Federation of Malaysia without an import licence.
Second Schedule: Goods prohibited from import into West Malaysia without an import licence.
Fifth Schedule: Goods prohibited from import into Penang without an import licence. **EDB ext. 469/468/401**

CUSTOMS DUTIES AMENDMENTS—SHEETS AND PLATES OF IRON OR STEEL; SWITCHES AND FUSES: The Malaysian *Government Gazette* has published the following amendments to the Customs Duties Order 1968.

The Customs Duties (Amendment) (No. 14) Order 1973 amends the First Schedule as follows:

by deleting the heading numbers 73.13 430, 85.19 220 and 85.19 320 and all the particulars that follow, and

by inserting the heading numbers and all the particulars appearing in the following Schedule:

Heading no.	Description	Unit of quantity	Federation Common Tariff
73.13	Sheets and plates of iron or steel, hot-rolled or cold-rolled: more than 1.5 mm but less than 3 mm in thickness:		
430	corrugated	Ton	30%
85.19	Electrical apparatus for making and breaking electrical circuits, for the protection of electrical circuits, or for making connections to or in electrical circuits (for example, switches, relays, fuses, lightning arresters, surge suppressors, plugs, lampholders and junction boxes); resistors, fixed or variable (including potentiometers), other than heating resistors; printed circuits; switch-boards (other than telephone switch-boards) and control panels: Switches Fuse switches:		
220	of 10 amps or over but less than 60 amps	Value	Nil
	Swtiches fuses		
320	of 10 amps or over but less than 30 amps	Value	Nil

EDB ext. 469/468/401

CUSTOMS DUTIES EXEMPTIONS—BAR AND ROD: The Malaysian *Government Gazette* has published the Customs Duties (Exemption) (Bar and Rod) Order 1973, which came into force on July 26, 1973, as follows:

Wire rods of iron or steel of cross-sectional dimension of 5.5 mm up to 6.5 mm under heading 73.10 100 and round bars of cross-sectional dimension of 6.35 mm under heading 73.10 920 under Customs Duties Order 1968 are exempted from payment of import duty.

Note. This Order applies thoughout the Federation.
EDB ext. 469/468/401

CUSTOMS DUTIES (PENANG): The Malaysian *Government Gazette* has published the Customs Duties (Penang) (Amendment) (No. 6) Order 1973, which amends the Schedule to the Customs Duties (Penang) Order 1973 by deleting the following heading numbers:

73.13 100, 73.13 210, 73.13 290, 73.13 390, 73.13 420, 73.13 440, 73.13 480 73.13 499, 85.19 220, 85.19 290, 85.19 320, 85.19 350, 85.19 390, 85.19 490

Note. The Schedule to the Customs Duties (Penang) Order lists the goods on which customs duties are levied. **EDB ext. 469/468/401**

The lists of Tariff, Customs and Import Regulations changes in overseas countries published in this section of *Trade and Industry* sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view. Items which fall into this category are preceded by the letters rtn. Readers should note that this prefix signifies that the words are registered as trade marks in the United Kingdom but that in the present context are assumed to refer generally to products of the descriptions stated in brackets. While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.

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Australia

TARIFF CHANGES FOLLOWING INQUIRIES: As a result of Australian Tariff Board inquiries, changes have been made in the customs tariff affecting the rates of duty on the following.:

Acetone derivatives

Metal plates, etc., for printing purposes

Machine tools for working stone, etc., and wood, etc., pneumatic hand tools, etc.

Chain saws (Dumping and Subsidies Act)

Machine tools for working wood, etc. (New Zealand-Australia Free Trade Agreement).

Full details will be published as soon as possible; in the meantime, brief details are available. **EDB ext. 468/469/401**

DUMPING DUTIES ON POLYESTER-TYPE PLASTICISERS: Dumping duties have been imposed retrospectively from July 16, 1973 on plasticisers of the polyester type (tariff item 39.01.190). This follows confirmation of dumping by a Tariff Board inquiry (see *Trade and Industry*, July 12, 1973) under the Australian Tariff (Dumping and Subsidies) Act. Ref. CRE 1082/73
CRE ext. 5318/5319

REVOCATION OF DUMPING DUTY ON GLYCERINE: The Department of Trade and Industry has been notified by the British High Commission in Canberra that the dumping duty on glycerine (tariff item 15.11.9) has been discontinued from September 27, 1973. Ref. CRE 23536/4 **CRE ext. 5318/5319**

New Zealand

ELECTRIC MOTORS—Tariff and Development Board Report: Copies of the New Zealand Tariff and Development Board report on electric motors (tariff nos. 85.01.001, 85.01.002, 85.01.003, 85.01.009, 85.01.011, 85.01.012, 85.01.013, 85.01.019 and 85.01.029) are available from Commercial Relations and Exports Division. Ref. CRE 1222/73 **CRE ext. 5321**

Customs tariff changes: The New Zealand Government has issued Customs Tariff Amendment Order (No. 18) 1973, which came into force on September 21, 1973, amending tariff items 85.01.009, 85.01.011, 85.01.012, 85.01.013 and 85.01.029 to read as follows:

Number	Description	Unit	Rates of duty		
			British preferential	Most favoured nation	General tariff
85.01	Electrical goods of the following descriptions: generators, motors, converters (rotary or static), transformers, rectifiers and rectifying apparatus, inductors: Motors having a brake horse power:				
85.01.009	Exceeding ½ but not exceeding 1	No.	30% Aul Free	37½%	42½%
85.01.011	Exceeding 1 but not exceeding 10	No.	30% Aul Free	37½%	42½%
85.01.012	Exceeding 10 but not exceeding 50	No.	30% Aul Free	37½%	42½%
85.01.014	Exceeding 50 but not exceeding 74	No.	30% Aul Free	37½%	42½%
85.01.015	Exceeding 74 but not exceeding 250	No.	Free	20%	25%
85.01.029	Parts	..	The rates applicable to the motors for which the parts have been designed.		

Aul = Australia.

EDB ext. 401/468/469

CIGARETTES—HEALTH WARNING REQUIREMENT: An agreement has been signed between the Minister of Health and New Zealand cigarette manufacturers to add the following warning notice to all cigarette packets from December 22, 1973:

'Government warning: smoking may damage your health.'

Dr. Mauricio Borgonovo Pohl, Foreign Minister of El Salvador (right), with Mr. Christopher Chataway, Minister for Industrial Development, in Mr. Chataway's office at Millbank Tower last week. Trade was among subjects discussed. The El Salvador Foreign Minister was on a four-day visit to Britain. Among his engagements concerned with trade were talks at the Confederation of British Industry headquarters and at Canning House.

It was also agreed that all imported cigarettes should carry an equivalent warning notice. The standard British warning is acceptable. British exporters are advised that, although there is no legislation involved, importers are expected to comply with this requirement. **EDB ext. 401/468/469**

Fiji

CUSTOMS TARIFF CHANGES: The Fijian Government has issued Legal Notices 101 and 102 which came into force on September 7, 1973 amending certain items in the Fijian Customs Tariff. (Old rates are shown in parenthesis.) Details of the items concerned are listed below:

Item no.	Description	Import duty	
		General	Preferential
15.02.00.00	15.02 Unrendered fats of bovine cattle, sheep or goats; tallow (including 'premier jus') produced from those fats	Free (15%)	Free (Free)
	15.07 Fixed vegetables oils, fluid or solid, crude, refined or purified		
15.07.00.03	Other, liquid, edible, in containers of not less than one gallon	Free (15c per gallon)	Free (15c per gallon)
15.07.00.04	Other edible	Free (40%)	Free (20%)
	15.12 Animal or vegetable oils and fats wholly or partly hydrogenated, or solidified or hardened by any other process, whether or not refined, but not further prepared		
15.12.00.01	Edible	Free (3c per lb)	Free (Free)
15.13.00.00	15.13 Margarine; imitation lard and other prepared edible fats	Free (0.83c per lb)	Free (Free)
	16.04 Prepared or preserved fish including caviar and caviar substitutes		
16.04.00.09	Prepared or preserved fish	Free (10%)	Free (Free)

Note: Goods referred to in tariff items 15.02.00.00, 15.12.00.01 and 15.13.00.00 are now exempt from port and customs service tax which was previously applicable at the rate of 5 per cent of the cif value.

EDB ext. 469/401/468

United States

ESCAPE CLAUSE: BALL BEARINGS: *Trade and Industry*, August 16, 1973 reported that the Tariff Commission had submitted its report to the President and had recommended an increase in import duty on most ball bearings. The President has now asked the Tariff Commission to provide additional data to support its recommendations. The Commission has until January 29 to do this and the President then has a further 60 days before he must make a decision. **CRE ext. 5397**

Canada

'MADE IN CANADA' RULING—ELECTROLYTIC CONDUCTIVITY MEASURING INSTRUMENTS: The Canadian authorities have announced the transfer of electrolytic conductivity measuring instruments from the category of a class or kind not made in Canada to that of a class or kind made in Canada. Effective date: October 12, 1973. **EDB ext. 455/456/457**

SELENIUM-CONTAINING PRODUCTS IN ANIMAL FEEDS: The Canadian Department of Health and Welfare has issued Information Letter 399 concerning the form, recommendations for use and labelling of selenium-containing products intended as a nutritional supplement in chicken, turkey and swine feeds. Copies are available. **EDB ext. 455/456/457**

Trinidad

REVISED CUSTOMS FORMS: The following revised custom forms, which allow for both the BTN and SITC systems to be entered, are available: C19, C20, C31, C33, C34, C35, C40, C73 and C74. **EDB ext. 7312/474/476**

Barbados

PACKAGE TAX ACT AND REVENUE IN AID ACT REPEALED: Acts 33 and 35 respectively of August 1, 1973, repeal the Package Tax Act 1941 and the Revenue in Aid (Surtax) Act 1941.

EDB ext. 7312/474/476

Uruguay

COMMERCIAL ARREARS: In order to meet outstanding obligations as soon as possible, the Central Bank of Uruguay has instructed banks to make immediate payment of debts of less than $ US 25,000 per foreign creditor. The Uruguayan Government is also examining situations not covered by these payments, for the purpose of proposing shorter repayment periods than those provided for in Circular 409 (see *Trade and Industry*, February 15, 1973).

CRE ext. 5287

NOTICE TO IMPORTERS

European Economic Community—tariff quotas and GSP ceilings 1974

1. Under tariff quotas a limited amount of goods may be imported at a rate of duty below the normal rate. General information about tariff quotas is to be found in Customs Notice 771 of March 1973 and in an article in *Trade and Industry* of February 15, 1973—'Tariff Quotas after Accession to the European Communities'—giving the background. In a Note in *Trade and Industry* of May 24, 1973 and NTI 1401 of May 30, information was given about tariff quotas for goods from certain Mediterranean countries and further notices were issued on May 22 (NTI 1402 of June 15) and June 27 (NTI 1406) about tariff for quotas certain textiles from Cyprus and for certain wines from Portugal respectively.

2. As was made clear in the Notice of February 15, tariff quotas for imports from third countries will not be opened in most cases until January 1, 1974 when the first general move towards the Common Customs Tariff will be made. On this date also the United Kingdom will apply the EEC Generalised Tariff Preference Scheme (GSP) for imports from developing countries. The GSP arrangements are expected to include duty-free tariff quotas and ceilings. (See paragraph 3.) This notice is intended to inform importers about arrangements generally for tariff quotas for next year and for imports under the GSP ceilings. (For a note on ceilings see paragraph 4.)

(NB. Tariff Ceilings applicable to imports of certain goods from European Free Trade Area non-candidates are not covered by this Notice. Inquiries should be made to the relevant Branch of Commercial Relations and Exports Division 3 of DTI at 1 Victoria Street, London, SW1.)

Generalised Tariff Preference scheme

3. Imports that benefit from the EEC GSP are divided into three classes. The first class consists of Community tariff quotas which are divided among Member States. Within each Community quota there is a limit at the *Community level* on the amount of particular goods that may be imported from any one supplying country. Imports into the United Kingdom from all countries benefiting from the quota would therefore be limited to the quota share for the United Kingdom, whilst imports benefiting within that quota share from any particular source would also be subject to a limit (known as the 'butoir') at the Community level. When the 'butoir' is reached for a particular source any further imports from that source do not qualify for the reduced rate of duty. Only the EEC Commission know and then announce publicly when the 'butoir' is reached, and in this event imports from the source concerned would not benefit even if the UK share of the total Community quota were unexhausted for the goods concerned.

4. A second class of imports benefiting from GSP is subject to ceilings at the Community level. Imports under these ceilings are not divided among Member States and when a ceiling is reached a decision is taken at the Community level as to whether the normal rate of duty in Member States should or should not be restored. As in the case of the 'butoirs' for GSP tariff quotas, within the ceilings there are also inner ceilings on the amount of each item for importation from any one supplying country.

5. Thirdly, imports under the GSP of goods in Chapters 1-24 of the Tariff (mainly processed agricultural goods) that are included in the scheme are subject to safeguard provisions and not either to quotas or ceilings. Under these provisions the normal rate of duty may be restored if it is considered that the interests of the Community producers will be seriously prejudiced. Unlike goods imported under quotas and ceilings for which the preferential rate is nil, most of these imports qualify only for a partial suspension of the Common Customs Tariff. (See R2767/72 referred to at paragraph 14 below.)

(Inquiries on agricultural goods and foodstuffs should be directed to Ministry of Agriculture, Fisheries and Food, External Relations Branch, Whitehall Place, Whitehall, SW1.)

Global tariff quotas

6. The Community has tariff quotas under which imports from all third countries ('global quotas') may benefit. A list of those applicable in 1973 is given in Schedule A Part I. It is expected that similar quotas will be opened next year and that their size will take into account the needs of the enlarged Community. The rates of duty to be charged by the original Member States under the quotas are also expected to be the same in 1974 (in most cases a zero duty) and in general similar rates are expected to be charged upon importation into the United Kingdom.

Preferential Agreement tariff quotas

7. Schedule B lists tariff quotas that are due or expected to be opened by all Member States in respect of imports from particular third countries under agreements between the EEC and those countries. It is also possible that under a new Agreement currently being negotiated with Spain and an adaptation protocol being negotiated with Greece, there may be tariff quotas for certain goods from these countries in 1974.

National tariff quotas

8. Member States may with Community authorisation, in some cases, open tariff quotas for imports into their territories. The United Kingdom will open such quotas in 1974 at zero duty for phosphorous and wood pulp from all third countries, for paper and board and certain printed matter from EFTA member countries who have not acceded to the EEC. (Schedule A Part II).

Administration of tariff quotas and ceilings

9. It is not yet possible to say what GSP tariff quotas will be opened or what will be the size of the United Kingdom share of these or of global Community tariff quotas. In the past the Regulations providing for the administration of these quotas at Community level, their size and Member States' shares have been published only a relatively short time before they have to be opened and the same may be the case for 1974 tariff quotas and for GSP.

10. In the case of all the preferential tariff quotas the size of the Community quota is known and in some cases the agreements specify the United Kingdom's share, eg certain textiles from Cyprus, but in others this is not specified, eg certain wines from Portugal. Here again it will be impossible to know precisely the size of the United Kingdom's share until this is published in the appropriate Community Regulation, which may not be until relatively shortly before the quota is to be opened.

11. The expected size of the national quotas for phosphorous and wood pulp will be announced at the earliest possible date after consultation with the trade interests concerned. The size proposed for the paper and board quotas is also under consideration and it is hoped that this will be published by the end of October.

Consultations with trade and industry in the United Kingdom

12. In the case of *global quotas*, the Department of Trade and Industry are in touch with representatives of the importers and consumers and United Kingdom producers as appropriate of the products concerned in order to arrive at views about the size of the Community quota for 1974, the United Kingdom share of this, and the administration of the quota both at Community and national level. The same is true of the administration of the national quotas. If there are any importers or consumers or producers who have not been consulted, either directly or through their appropriate Trade Association it is suggested that they might get in touch in the first instance with their Trade Association for information. Any Trade

Association which has not expressed views to DTI or the MAFF or any individual who has special reasons for wishing to do so, is invited to write to the Production Divisions concerned—listed at Schedule A.

13. Discussions in Brussels have been taking place on the GSP arrangements for the enlarged Community for 1974 and no precise lists of goods that may be subject to quotas, ceilings, or other safeguards has been formulated. It is not known when it will be possible to indicate what these will be but details will be published in *Trade and Industry* as soon as possible. All that can be said at present is that in the case of quotas, the levels will be increased to take account of the enlargement of the Community and the United Kingdom's percentage share of quotas when established will remain constant for all products.

14. The 1973 EEC GSP is set out in certain Community Regulations which also specify the present beneficiary countries in each case. These regulations are:

GSP Tariff Quotas: R2761/72 (General), R2763/72 (Textiles), R2765/72 (Certain textiles and footwear), 72/432/CECA (Iron and Steel).

Ceilings: R2762/72 (General), R2764/72 (Certain textiles), R2766/72 (Certain textiles and footwear), 72/433/CECA (Iron and Steel).

Agricultural goods (Chapters 1-24): R2767/72

They were published in the *Official Journal of the European Communities* L296 of December 31, 1972. The English Special Edition is available from HMSO, PO Box 569, London, SE1, (Tel: 01 928 6977 Ext. 365) Price 85p, or may be available through local commercial libraries. In London copies of the *Official Journal* may be consulted at Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, EC4.

Allocation of quotas to importers

15. As is stated above, Community tariff quotas are divided into Members States' shares. Goods imported within these shares may either be set against the share in the order that they are declared to Customs for home use (the 'Greyhound' method) or the share may be pre-allocated. (See Customs Notice 771 mentioned above.) As mentioned above industrial and trade interests will be consulted in a number of cases about the administration of tariff quotas (other than GSP). In the case of GSP quotas it is intended that the goods should be set against them as and when they are entered with Customs for home use. (The same is true of the Handicrafts Quota (Schedule A Part I).) Any interested party who wishes to have further information or to express views on this subject should write to the appropriate DTI Production Division listed in Schedule C or in the case of Handicrafts as shown in Schedule A Part I.

ECSC GSP

16. The GSP for products dealt with by the European Steel and Coal Community differs in some respects from the arrangements for other goods and will be dealt with separately. (Any trader or trade association that wants to be consulted should write to Iron and Steel Division of DTI, Thames House South, Millbank, London, SW1P 4QJ.)

Interim developments

17. As has been explained there is at the moment no precise information available about the size of the UK shares of Community tariff quotas or about their administration in 1974. For information about 1973 Community arrangements the appropriate Regulation which is specified above in paragraph 14 in the case *of GSP* or is indicated in Schedule A Part I should be consulted. The quota rates given in Schedule B relate to tariff sub-headings which are expected to apply, subject to Parliamentary approval, from January 1, 1974, and inquiries about what the normal rate of duty will be for imports outside all the quotas should be addressed in writing to Tariff Division, Branch 2, Kingsgate House, 66-74 Victoria Street, SW1E 6SJ (Room 301 for Chapters 1-24 and 50-63 and Room 310 for the remaining Chapters of the tariff).

Inquiries about the United Kingdom's duty rates for goods imported under our current GSP arrangements should continue to be made to Tariff Division, Branch 2, Room 308, Kingsgate House.

General inquiries

18. General inquiries about the enlarged Community's GSP scheme including tariff quotas should be addressed to Commercial Relations and Exports Division 1 of DTI at 1 Victoria Street, SW1. General inquiries about tariff quotas other than GSP should be addressed to Tariff Division Branch 1, Room 336, Kingsgate House, Inquiries about tariff rates within the Preferential Quotas or normal rates outside the quotas should, as indicated above, be addressed to Tariff Division Branch 2, Rooms 301 and 310 at Kingsgate House. Any firm wishing to receive Notices to Importers relating to particular commodities should apply to Import Licensing Branch of DTI at Sanctuary Buildings, 16-20 Great Smith Street, London SW1P 3DP, to be put on the appropriate circulation list.

SCHEDULE A Part I

EEC GLOBAL TARIFF QUOTAS APPLICABLE IN 1973

CCT Tariff heading and item		1973 EEC Regulation Number (Footnote 2)	EEC Quota-rate duty 1973 (and current method of allocation if specified)	Name and address of relevant DTI or MAFF Division
01.02AIIb2	†Alpine and Mountain Cattle	R1464/72 R1465/72 (From July 1973) R1944/73 R1945/73	4% and 6% (Grey-hounding) 4% (Grey-hounding)	MAFF, Beef Division, Whitehall Place, London SW1
03.01AII	Eels live or dead for smoking or canning	R2727/72	zero (Grey-hounding)	MAFF, Fisheries Division, Gt. West-minster House, Horseferry Road, SW1
08.04BI	Dried grapes in immediate containers of 15 kg or less	R2485/72 (1/12/72-30/11/73) (OJ/L269 of 30/11/72)	1.2% (Not specified)	MAFF, Tropical Foodstuffs Division, Wellington House, Buckingham Gate, SW1
38.08A	Rosins (including resinous pitch)	R2739/72	zero (Not specified)	DTI, PSD Division, Millbank Tower, London SW1P 4QU
48.01A	Newsprint	R2738/72	zero (Not specified)	
44.15	Coniferous plywood (sanded and unsanded)	Commencing 1.1.74 (Protocol 11 of the Treaty of Accession)	zero (Not specified)	
50.02	Raw silk (not thrown)	R2734/72	zero (Not specified)	DTI, CT Division, Millbank Tower, Millbank, London SW1P 4QU
ex 50.04	Yarn wholly of silk not put up for retail sale	R2735/72	3% (Grey-hounding)	
ex 50.05	Yarn of silk waste other than noil not put up for retail sale	R2736/72	1.5% (Grey-hounding)	
ex 50.09	Woven fabrics of silk (woven on handlooms)	R2732/72	zero (Grey-hounding)	
ex 55.09	Woven fabrics of cotton (woven on handlooms)			

(continued on next page)

EEC Information Unit

The DTI's EEC Information Unit helps firms of all types and sizes by answering general questions about the effects of entry into the EEC and by guiding them where necessary to more specialised information sources. New customers are always welcome, particularly firms new to EEC questions.

The Unit's address is: EEC Information Unit, Department of Trade and Industry, 1 Victoria Street, London SW1H 0ET. Tel: 01-222 7877 ext. 3591 for publications; extensions 5377, 5479, 5480 or 3579 for questions on EEC matters.

EEC—TARIFF QUOTAS AND GSP CEILINGS 1974
continued

SCHEDULE A Part 1—*continued*

CCT Tariff heading and item		1973 EEC Regulation Number (Footnote 2)	EEC Quota-rate duty 1973 (and current method of allocation if specified)	Name and address of relevant DTI or MAFF Division
ex Chapts† 50-57, 58.04, 58.05, 58.07, 58.08, 58.09, 60.01	On the added value of processing of fabrics and yarns in these headings imported as provided for in the arrangement with Switzerland on trade in processing in the textile sector	R2291/72 (1/9/72-31/8/73) R2094/73 (1/9/73-31/8/74)	zero (Pre-allocation)	DTI, CT Division, Millbank Tower, Millbank, London SW1P 4QU
73.02C	Ferro-silicon	R2729/72	zero (Not specified)	DTI, MME Division, Millbank Tower, Millbank, London SW1P 4QU
73.02D	Ferro-silicon-manganese	R2739/72	zero (Grey-hounding)	
ex 73.02E1	Certain ferro-chromium	R2731/72	zero (Not specified)	
77.01A	Unwrought magnesium	R2737/72	zero (Not specified)	
78.01AI	Unwrought lead, containing a minimum weight of 0.02% silver	R2740/72	zero (to be refined by those to whom allocated)	
78.01AII	Unwrought lead—Other		zero (Pre-allocation)	
79.01A	Unwrought zinc	R2741/72	[zero from 1/1/74] (Not specified)	
Handicrafts falling under various tariff headings; when imported from a few countries, as listed in the Regulations		R2733/72	zero (Grey-hounding)	Initial inquiries to DTI, Tariff Division 1, Room 336, Kingsgate House, London SW1

Footnotes
1. The UK will also participate in a tariff quota for *frozen beef* (which is in effect a levy free quota and not a quota for imports at a lower than the normal tariff). This quota is being administered by the Ministry of Agriculture, Fisheries and Food.
2. Except where otherwise stated these Regulations were published in the *Official Journal* L291 of December 28, 1972.
3. † There is no provision for the UK having a definite share in these quotas because there is no known interest in importing these goods.

SCHEDULE A Part II

NATIONAL TARIFF QUOTAS (referred to at paragraph 8 above)

CCT tariff heading and item	Quota Duty Rate	Name and address of relevant DTI Division
28.04CIV Phosphorus (Protocol 8 of the Act of Accession)	zero	DTI, CT Division, Millbank Tower, London SW1P 4QU
47.01AII Woodpulp (Protocol 12 of the Act of Accession)	zero	DTI PSD Division, Millbank Tower, London SW1P 4QU
ex Chapters 48 and 49 Paper and Board and certain printed matter (Protocols to the Agreements with EFTA non-candidate countries)	zero	DTI, PSD Division, Millbank Tower, London SW1P 4QU

Footnote:
The method of allocation of the tariff quotas is not specified in the Protocols relating to these items.

SCHEDULE B

PREFERENTIAL TARIFF QUOTAS EXPECTED TO BE OPENED IN 1974

(Note: Except in the case of Petroleum Products from Egypt and Turkey the 'Grey-hound' method of allocation is specified in the current Community Regulations for all these tariff quotas.)

Country	Item	Correlated CCT/UKT expected to operate from 1/1/74	Expected UK duty within quota 1974
Cyprus	Man-made fibres discontinuous or waste, carded, combed or otherwise prepared for spinning	56.04A	6%
		56.04B	6%
	Men's and boys' outerwear	61.01A	Whichever is the higher of *either* £0.0450 per lb or 3.6% wig +2% *or* £0.1500 per lb or 12% wig
		61.01B	12%
		61.01C	12%
Egypt	Certain petroleum products	27.10AIIIa b	1.0%ø
		BIIIa b1	1.0%ø
		CIIId1	1.0%ø
		27.10CIc1	0.6%ø
		IIc1	0.6%ø
		27.10CIIIc1	0.7%ø
		27.10BIIIb2aa	2.7%*
		CIIId2aa	2.7%*
		27.10CIIIc2aa	1.8%*
		27.10BIIIb2bb	3%
		27.10CIc2	3%
		CIIc2	3%
		CIIIc2bb	3%
		CIIId2bb	3%
		27.11BIc1	4.8%
		BIc2	3%
		27.12AIIIa	0.3%ø
		AIIIb	3%
		BI	1.2%ø
		BII	3.1%
		27.13BIc1	0.3%
		BIc2	6%
		BIc3	3%
		BIIa	1.0%
		BIIb	6%
		BIIc	3%
		27.14CIa	†† The quota rate is the same as the full rate
		CIb	3%
		CIIa	0.3%ø
		CIIb	3%
	Certain cotton fabrics	55.09	10.5%
Malta	Cotton yarn not put up for retail sale	55.05AI	7.8%
		AII	4.5%
		BIa1	7.8%
		BIa2	4.5%
		BIb1	7.8%
		BIb2	4.5%
		BIIa	7.8%
		BIIb	4.5%
	Man-made fibres	56.04A	6%
		B	6%
	Outer garments and other articles knitted or crocheted not elastic or rubberised	60.05AIa	Whichever is the higher of *either* £0.0450 per lb or 3.6% wig + 1.26% *or* £0.1500 per lb or 12% wig
		AIb	12%
		AIc	12%
		AIIa1aa	Whichever is the higher of *either* £0.0450 per lb or 3.6% wig + 2.16% *or* £0.1500 pet lb or 12% wig
		AIIa2	12%
		AIIa3	12%
		AIIb1	12%
		AIIb2	12%
		BI	12%
		BII	12%
	Men's and boys' outer garments (not knitted or crocheted)	61.01A	Whichever is the higher of *either* £0.0450 per lb or 2.6% wig + 2.04% *or* £0.1500 per lb or 12% wig
		B	12%
		CI	12%
		CII	12%
Lebanon	Other woven fabrics of cotton	55.09	10.5%
Portugal	Wines—Port, Madeira and Setubal Muscatel		§

ø Plus hydrocarbon oil duty at £0.2250 per gallon.
* Plus hydrocarbon oil duty at 8% *ad valorem*.
†† Hydrocarbon oil duty of £0.2250 per gallon payable.

§ These are complicated and the final figures have not yet been settled. Inquiries to Customs & Excise, RD & A Division, King's Beam House, Mark Lane, London EC3.

SCHEDULE B—*continued*

PREFERENTIAL TARIFF QUOTAS EXPECTED TO BE OPENED IN 1974

(Note: Except in the case of Petroleum Products from Egypt and Turkey the 'Greyhound' method of allocation is specified in the current Community Regulations for all these tariff quotas.)

Country	Item	Correlated CCT/UKT expected to operate from 1/1/74	Expected UK duty within quota 1974	
Turkey	Certain petroleum products	27.10AIII		
		BIIIa	††	
		BIIIb1		
		BIIIb2aa	‡	
		BIIIb2bb	Free	
		CIc1	††	
		CIc2	Free	
		CIIc1	††	
		CIIc2	Free	
		CIIIc1	††	
		CIIIc2aa	‡	
		CIIIc2bb	Free	
		CIIId1	††	
		CIIId2aa	‡	
		CIIId2bb	Free	
		27.11BIc1	Free	
		BIc2	Free	
		27.12AIIIa	††	
		AIIIb	Free	
		BI	††	
		BII	Free	
		27.13BIc1		
		BIc2		
		BIc3	Free	
		BIIa		
		BIIb		
		BIIc		
		27.14CIa	††	
		CIb	Free	
		CIIa	††	
		CIIb	Free	

†† Hydrocarbon oil duty of £0.2250 per gallon payable.
‡ Hydrocarbon oil duty of 8% *ad valorem* payable.

Cotton yarn not for retail sale	55.05AI	7.8%	
	AII	4.5%	
	BIa1	7.8%	The quota rate for these 3 items is the same as the full rate
	BIa2	4.5%	
	BIb1	7.8%	
	BIb2	4.5%	
	BIIa	7.8%	
	BIIb	4.5%	
Certain cotton fabrics	55.09	10.5%	
Hazelnuts	08.05		
Not in shell	GI	0.5%	
In shell	ex GII	8.0%	

SCHEDULE C

LIST OF DTI PRODUCTION DIVISIONS CONCERNED WITH ITEMS WHICH ARE CURRENTLY (1973) INCLUDED IN EEC GSP TARIFF QUOTAS (Regulations referred to at Para 14)

Items	Division
Petroleum products	OP Division, Thames House South, Millbank, London SW1P 4QJ
Chemicals Fertilisers Rubber tyres Textiles Clothing (leather and textiles) Mats of plaiting materials	CT Division, Millbank Tower, Millbank, London SW1P 4QU
Hides and skins Travel goods Umbrellas and parasols etc. Wigs and hair pieces Plywood and veneers Certain plaiting materials Certain basket and wicker work Certain paper and paperboard Domestic and toiletware of porcelain or china Certain domestic etc., glassware Certain glassware for electrical fittings Imitation jewellery Gramophone records and other sound recording media Chairs Other furniture and parts Dolls and toys Carnival and entertainment articles Vacuum flasks and vessels Footwear	PSD Division, Millbank Tower, Millbank, London SW1P 4QU
Refractory bricks etc. Wrought bars, rods etc., of copper Wrought plates, sheets and strip of zinc Certain electrical generators and motors Primary cells Portable electrical lamps Electrical wire	MME Division, Millbank Tower, Millbank, London SW1P 4QU

SCHEDULE C—*continued*

LIST OF DTI PRODUCTION DIVISIONS CONCERNED WITH ITEMS WHICH ARE CURRENTLY (1973) INCLUDED IN EEC GSP TARIFF QUOTAS (Regulations referred to at Para 12)

Items	Division
Iron and steel items falling in chapter 73 of the tariff	Iron and Steel Division, Thames House South, Millbank, London SW1P 4QJ
Locks and padlocks Sewing machines and parts Cycles not motorised Parts and accessories of Cycles and invalid carriages Watch cases and parts	M Division, Abell House, John Islip Street, London SW1P 4LN
Television sets Radio receivers Diodes, transistors and similar semi-conductor devices Electronic micro-circuits Telescopes Sound recorders and reproducers	CSE Division, Dean Bradley House, 52 Horseferry Road, London SW1P 2AG

Exports of copper, lead and aluminium scrap to third countries

A NOTICE published in *Trade and Industry* on July 5, 1973, announced restrictions on exports of copper, lead and aluminium scrap to third countries in line with the European Communities' quotas for 1973 and invited exporters to apply for licences for specified materials within the quotas available.

A further allocation is now to be made and applications will be considered for exports in the two months ending December 31, 1973 of the following materials:

(1) copper ashes and residues (tariff heading ex 26.03) in the form of copper scale
(2) copper and copper alloy scrap (tariff heading ex 74.01) in the forms of:
  (a) enamelled copper hair wire
  (b) contaminated nickel silver in the form of:
    (i) cutlery or tableware contaminated by plating or solder; or
    (ii) electrical contacts, springs and valves contaminated by solder
  (c) scrap manganese bronze propellers
(3) aluminium scrap (tariff heading ex 76.01)
(4) lead scrap (tariff heading ex 78.01).

Applications, which should include details of type, value, destination and an estimate of any balance of existing licences for similar material likely to remain unused by October 31, 1973, should be received in Export Licensing Branch, 16/20 Great Smith Street, London SW1P 3DB by October 22, 1973. Any received after that date may be too late for inclusion in this allocation.

Any licence from the previous allocation on which a balance of 50 per cent or more of the tonnage licensed remains unused at the end of October will be re-validated to expire on December 31, 1973 if returned to Export Licensing Branch at the above address.

Hints to businessmen

DTI's *Hints to Business Men* booklets cover over 100 countries individually, and provide invaluable information on such subjects as industries, economic factors, the nature and extent of imports and exports, population, travel, hotels, climate, currency and public holidays. Copies are available free to British businessmen visiting any country on export business. Apply to: Export Services Division, Department of Trade and Industry, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757 ext 7146).

New EC legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies may be obtained from HMSO. Information about the items listed, in so far as exports are concerned, is available from Department of Trade and Industry, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

COMMON AGRICULTURAL POLICY: The texts of the following Regulations and Decision which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*.

General. Proposal for a Regulation concerning the importation into the Community of certain agricultural products originating in Turkey. (*Official Journal* C76, September 22, 1973)

Oils, fats and oilseeds. Regulation (EEC) 2574/73 temporarily varying the period of validity of the advance fixing of the export refund on olive oil. (*Official Journal* L266, September 22, 1973)

Regulation (EEC) 2588/73 amending Regulation (EEC) 2300/73 as regards certain detailed rules for calculating the differential amounts for colza and rape seed. (*Official Journal* L268, September 25, 1973)

Cereals. Decision 73/292/EEC laying down safeguard measures applicable to cereals products of Italian origin exported outside the Community. (*Official Journal* L266, September 22, 1973)

Wines. Regulation (EEC) 2592/73 supplementing Regulation (EEC) 816/70 as regards the total maximum content of sulphur dioxide (SO_2) in wines other than sparkling wines and liqueur wines intended for direct human consumption in the Community. (*Official Journal* L269, September 26, 1973)

Fruit and vegetables. Proposal for a Regulation amending Regulation (EEC) 859/72 on the treatment to be accorded to certain fruit and vegetables originating in Associated African States and Madagascar or in the Overseas Countries and Territories. (*Official Journal* C76, September 22, 1973)

Proposal for a Regulation amending Regulation (EEC) 860/72 on the treatment to be accorded to certain fruit and vegetables originating in Tanzania, Uganda or Kenya. (*Official Journal* C76, September 22, 1973)

HARMONISATION OF LEGISLATION—FOOD STANDARDS: The *Official Journal of the European Communities* C76, September 22, 1973 contains the text of a Proposal for a Directive concerning the harmonisation of the laws of the Member States with regard to coffee and tea extracts and their substitutes, including chicory and blends based on these extracts.

IMPORTS FROM NON-MEMBER COUNTRIES: The *Official Journal of the European Communities* L268, September 25, 1973 contains the texts of the following:

Decision 73/288/EEC authorising Belgium, Luxembourg and the Netherlands not to apply Community treatment to men's cotton shirts falling within heading No. ex 61.03 of the Common Customs Tariff which originate in Hungary and are put into free circulation in Germany.

Decision 73/291/EEC authorising Belgium and Luxembourg not to apply Community treatment to table grapes falling within heading No. 08.04 A I of the Common Customs Tariff originating in Albania and in free circulation in the other Member States.

CUSTOMS REGULATIONS: The *Official Journal of the European Communities* C76, September 22, 1973 contains a list of persons authorised to issue flat-rate guarantee vouchers in respect of Community transit matters (Article 32 of Regulation (EEC) 542/69 on Community transit).

Further information: HM Customs and Excise, General Inquiry Office, King's Beam House, Mark Lane, London EC3R 7HE (tel. 01-626 1515).

COMMON CUSTOMS TARIFF: The *Official Journal of the European Communities* C76, September 22, 1973 contains the text of a Proposal for a Regulation (EEC) temporarily and partially suspending the autonomous duty in the Common Customs Tariff on almonds of subheading 08.05 A II.

UNCTAD GENERALISED PREFERENCES SYSTEM: *Trade and Industry*, February 15, 1973 contained a notice about a number of Regulations setting up tariff quotas and opening tariff preferences for certain products originating in developing countries for the period January 1 to December 31, 1973. The texts of the following Regulations and notice reimposing the Common Customs Tariff duties on certain of these products have been published in the *Official Journal of the European Communities*:

CCT no.	Description of goods	Country of origin	Full rate of duty payable from	Tariff quota or preference set up by Reg. No.
Regulation (EEC) 2589/73				
82.09	Knives with cutting blades, serrated or not (including pruning knives), other than knives falling within heading No. 82.06	Developing countries	September 28, 1973	2762/72
Regulation (EEC) 2590/73				
82.14	Spoons, forks, fish-eaters, butter-knives, ladles, and similar kitchen or tableware: A. Of stainless steel	South Korea	September 28, 1973	2762/72
	(*Official Journal* L268, September 25, 1973)			
Notice				
ex 64.01	Footwear with outer soles and uppers of rubber or artificial plastic material: —Mid-calf boots, knee boots, thigh boots and overshoes	South Korea	September 23, 1973	2765/72
	(*Official Journal* C76, September 22, 1973)			

ASSOCIATION AGREEMENTS BETWEEN THE EEC AND MOROCCO AND TUNISIA: *Trade and Industry*, September 20, 1973, page 591, contained a notice about the Association Agreements between the EEC and Morocco and Tunisia. The reference to HM Customs and Excise in the last paragraph of the notice should be replaced by the following:

HM Customs and Excise, Adelaide House, London Bridge, London EC4R 9DB (tel. 01-626 1515 ext. 2165 (Customs documentation and procedure)).

TRADE AGREEMENT BETWEEN THE EEC AND EGYPT—TEXT PUBLISHED: The text of the Trade Agreement between the EEC and Egypt (see *Trade and Industry*, October 4, 1973, pages 22-23) together with certain related documents have been

Government Publications in the Midlands

from

Her Majesty's Stationery Office, 258/259 Broad Street, Birmingham, 1

NEW EC LEGISLATION
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published in the *Official Journal of the European Communities* L251, September 7, 1973, as follows:

Regulation (EEC) 2409/73 concluding the Protocol laying down certain provisions relating to the Agreement between the EEC and the Arab Republic of Egypt consequent on the accession of new Member States to the EEC, and the Agreement, in the form of an exchange of letters, concerning Article 6 of Annex I to that Agreement.

Protocol laying down certain provisions relating to the Agreement between the EEC and the Arab Republic of Egypt consequent on the accession of new Member States to the EEC.

Agreement between the EEC and the Arab Republic of Egypt.

Exchange of letters between the heads of the two delegations on the occasion of the signing of the Agreement.

Agreement in the form of an exchange of letters concerning Article 6 of Annex I to the Agreement between the EEC and the Arab Republic of Egypt.

Regulation (EEC) 2410/73 on the protective measures provided for in the Agreement between the EEC and the Arab Republic of Egypt.

Regulation (EEC) 2411/73 on imports of citrus fruits originating in the Arab Republic of Egypt.

Regulation (EEC) 2412/73 concerning imports of rice from the Arab Republic of Egypt.

Further information. Inquiries arising from this notice and the earlier article should be addressed to:

Department of Trade and Industry—Commercial Relations and Exports Division 4, 1 Victoria Street, London SW1 0ET (tel. 01-222 7877 ext. 5357/5225 (general inquiries)); Overseas Tariffs and Regulations Section, Export Data Branch, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757 ext. 420/475/7100 (import duties, taxes, etc., on exports to Egypt), 408/482/7174 (import duties, taxes, etc., on imports from Egypt into EEC other than UK)); Tariff Division, Kingsgate House, 66-74 Victoria Street, London SW1E 6SJ (tel. 01-222 7877 ext. 5544/3713 (imports into the UK from Egypt), 5713 (origin rules) and 3626 (UK tariff import quotas)).
HM Customs and Excise—Adelaide House, London Bridge, London EC4R 9DB (tel. 01-626 1515 ext. 2165 (Customs documentation and procedure)).

EEC/Finland free trade agreement signed

ON October 5, 1973, Finland and the EEC formally signed a Free Trade Agreement. The Agreement follows the same basic pattern as those with the EFTA Non-Candidate countries.

Customs notices of interest to exporters

THE following Public Notices issued by HM Customs and Excise relate to various aspects of export procedure. Copies of these Notices may be obtained from the local Officer of Customs and Excise, whose address appears in the telephone directory and to whom all inquiries should be addressed, or from the Secretary, HM Customs and Excise, 39-41 Mark Lane, London, EC3R 7HE.

GENERAL NOTICES

17 (May 1973)	Arrangements for preferential trade between the Channel Islands and the United Kingdom.
49	Temporary importations: international co-operation.
104	Temporary importations and exportations under ATA and ECS Carnets.
112	Authorised hours for Customs work at ports, airports and in long rooms and charges for attendance given at the request of merchants.
112A	Charges for attendance given at private premises at the request of merchants.
118	Samples imported for promoting export trade.
207	Re-imported goods: relief from Customs duty and Value Added Tax.
210	Temporary importation of films and similar goods for copying, printing, etc., to fulfil export orders.
220	Export Reliefs and the Common Market: Preliminary Notice.
221	Process Inwards Relief and Pre-financing of export refunds on products for process.
223	Export relief on goods exported in the same state as at import ('Same state section 7 relief').
240	Compensatory Levy and the 'Holiday Period' throughout 1973.
275	Documentation of Exports for Statistical Purposes.
290	Export of personal and household effects.
300	Export reliefs scheduling scheme.
300A	Export reliefs scheduling scheme, supplementary particulars.
467	The New Customs Tariff and Overseas Trade Classification.
703	VAT—Exports.
704	VAT—Retail Export Schemes.
705	VAT—Tax free sales of motor vehicles to tourists, etc.
750	Community transit—general.
750A	Community transit—list of Offices of Departure, Transit and Destination and Guarantee Offices in the United Kingdom, etc.
751	Notes on completing Community transit forms T1, T2 and T3.
752	Free circulation of goods in the European Communities.
753	Community transit—the simplified procedure for goods carried by rail.
755	Community transit—special control procedures.
800	EEC Common Agricultural Policy: Customs procedures in respect to export refunds and licences.
810	EEC Preferences—Free Trade Agreement between the EEC and the EFTA countries.
815 (June 1973)	EEC Preferences—Morocco
817 (June 1973)	EEC Preferences—Tunisia
818 (June 1973)	EEC Preferences—Egypt
819 (May 1973)	EEC Preferences—Cyprus
820 (July 1973)	EEC Preferences—Lebanon
821	EEC Preferences—simplified procedure for sending evidence to EEC customers about the origin of goods.
830	Arrangements between Denmark and United Kingdom.

DRAWBACK

7	Drawback on mixed or blended beers when exported or deposited in bonded warehouse.
132	Sugar: all matters relating to the importation, warehousing and export of sugar and sugar goods, and to the use of surcharge-free sugar for certain purposes.
132A	Sugar: cessation of Import Duties and Imposition of Levies under the Common Agricultural Policy of the EEC and the Sugar Board Charge.
172	Hydrocarbon Oils: drawback of duty.
224	The examination of bottled beer, exported on drawback, at the premises of a licensed brewer for sale, or beer dealer, as an alternative to examination on the quay.
291	Claims for drawback on goods exported where there has been a variation in the duty rate.
372	Notice to exporters and other traders regarding goods exported, shipped as stores or deposited in bonded warehouse on drawback; authorisation of signatories to drawback claims.

Price and Pay Code for Stage 3

In its consultative document published on October 8 (Cmnd 5444, HMSO, price 31p), the Government sets out proposals for the next stage of the counter-inflation programme. The document is in two parts; the first describes the Government's proposals, which are to be the subject of consultation, while the second explains the amendments to the Price and Pay Code which would be involved and contains a draft of a revised Code.

The objectives of the counter-inflation programme are unchanged: to maintain a high rate of growth and to improve real incomes; to improve the position of the low-paid and pensioners; and to moderate the rate of cost and price inflation. The Government holds the view that agreed voluntary arrangements for the control of inflation would be better than statutory measures and will, therefore, continue to seek an effective voluntary agreement with both sides of industry.

Proposals for prices, profits and dividends

The Government proposes to maintain a strict control of prices and profits in manufacturing and retailing through the Price Code and to continue control of dividends. The main proposals are:

Artificial sub-division of enterprises to avoid the restraint of the profit margin control to be discontinued.

Category II firms (in manufacturing, those with sales between £5 million and £50 million a year) to be required to notify price increases to the Price Commission as they are made.

Nationalised industry prices to continue to make a major contribution to price restraint under the Code.

Increases in depreciation costs to be taken into account for prices so as to help investment.

Reduction of profit margin by the operation of the control to be limited to 10 per cent, so that the fall in profits will not discourage investment.

Special provision to modify the price control for capital-intensive enterprises which had a major plant with under-utilised capacity at the start of Stage 2.

Firms suffering losses or earning no profits to be permitted to raise their return on capital to 8 per cent before becoming subject to price control.

The rate of dividend increase to continue to be limited to 5 per cent per annum, but with some latitude where new capital has to be raised for investment.

Pay policy

The aims of pay policy for Stage 3 are to be fair and to give special help for the low paid, to provide for greater flexibility in negotiation, and to protect living standards against a high rate of increase in prices.

The Government therefore proposes provision for:

Pay increases for a group, up to 7 per cent or, if negotiators prefer, up to an average of £2.25 a week per head for the group, with an individual maximum of £350 a year.

A flexibility margin of a further 1 per cent which will be available to negotiators for use in settlements which remove anomalies and obstacles to the better use of manpower.

Extra payments under new efficiency schemes when such schemes have achieved genuine savings and contributed to stabilising prices.

Bringing premium payments to those working 'unsocial' hours up to a minimum standards.

Dealing with anomalies created by the standstill.

Further progress towards equal pay.

Increases in certain types of London allowance outside the pay limit.

The threshold safeguard to enable pay to be increased up to 40p a week if, in Stage 3, the increase in the Retail Price Index reaches 7 per cent and by up to another 40p a week for every 1 per cent rise above that level. The best date for the purpose of these agreements would be the date of publication of the Retail Price Index for October 1973 and the agreement would run for up to 12 months from that date.

Additional Bank Holiday

In addition, the Government has decided that January 1 will be a Bank Holiday and that arrangements will be made for an additional holiday in Scotland.

New body for lower paid

The Government also intends to carry further the consultation with the TUC and CBI on their proposal for a new body which would help improve the capacity of industry to raise pay levels for the lower paid.

Better advice for the consumer

Mr. Emery explains Government's aims

Government plans for setting up Consumer Advice Centres were designed to make it easier for the consumer... 'to plug into the system of advice-giving', said Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs last week. He was addressing a conference of Citizens' Advice Bureaux workers at Torquay.

'It is clear that not all citizens with complaints about consumer goods and services know where to go to get advice' he said. The new Government initiative would mean promoting advice services nationally and finding a corporate name or identity for Consumer Advice Centres. It would mean, Mr. Emery said, 'Seeing that everyone knows how to find that name in telephone directories and other sources of information. In short, making it easier to plug into the system of advice-giving.'

He went on 'In addition to accessibility, there has to be availability. With the help of Citizens Advice Bureaux area organisers, the National Association of Citizens' Advice Bureaux is pinpointing the number and extent of the bureaux and looking out the areas where there are no bureaux or where the service they give is not up to full strength.

'This picture of availability is being matched with what is already known of the provision and plans of local authorities for consumer advice. In the south west, for example, there is a very creditable total of 26 bureaux operating in the region but there are large areas, particularly in rural districts, where there is little provision so far for consumer advice. Can this be improved? Is there a need? How can it be met?

'These are questions which cannot be decided from the centre but are questions which we hope will be discussed by local authorities and the Citizens Advice Bureaux services in regions. The provision made by local authorities for bureaux services ranges from a derisory £5 a year to grants which virtually cover all costs. The Government has said that it will look into the possibilities of pump-priming bureaux in areas where there is not adequate provision, by grant-aiding bureaux for a period of two to three years to get them going and established.

'It is the experience of everyone who handles consumer complaints that the majority of them can be resolved by cool, dispassionate intervention of a third party. This is a great skill of Citizens' Advice Bureaux workers. But the other more difficult cases may call for tougher measures, the use of courts for example. Here again, bureaux workers will have been helped by recent simplifications of the way in which the County Courts proceed on consumer complaints.

'It will be easier in future for consumers and Citizens' Advice Bureaux to face up to the possibility of taking action on a small consumer complaint in the County Courts. To this end on October 1, the Lord Chancellor's Office published a guide to the ordinary citizen on "How to sue in the County Court".'

'Have a go at the offshore oil market'

—Mr. Christopher Chataway

'THE Government is determined that British firms who are prepared to have a go at the offshore market are given a full and fair opportunity by the operating companies,' said Mr. Christopher Chataway, Minister for Industrial Development when opening the London Chamber of Commerce Conference on Offshore Oil in London on October 3.

'We are here to discuss,' he continued, 'the significance to the whole economy of the subject of opportunities in the offshore oil and gas market. The "National Working conference", has the aim not merely of identifying requirements, but actually creating opportunities for people to make contact with potential partners and customers—to help create a "Who's Who" of the new industry. This is a pointer to the fact that we are past the business of taking first looks, of simply feeling out the market. We are now getting down to the details of what products are needed, what services are wanted and imaginative ideas are coming forward for new projects, new ventures and new ways of breaking into a new market.

'If there was ever any doubt that British firms who are prepared to have a go at this market are given a full and fair opportunity by the operating companies to do so. I believe it should be dispelled now. The system of the operators providing quarterly returns to us is under way and the format of the returns is being refined to serve the intended purposes better. Points can be taken up out of the returns—which tell us where purchases have been made—as a sort of auditing check on the extent to which British firms are given opportunities to compete. But they also enable us to learn why British companies are unable in some instances to compete effectively so that we have a better appreciation of what needs to be put right.

General understanding of operating companies' plans

'Through the Offshore Supplies Office, we are also developing a general understanding of the operating companies plans so as to be able to anticipate events, to see what can be done to improve the competitiveness of British companies before orders are actually placed. Particular cases are being followed up in some detail. This may be because the item concerned is a particularly large or important one; it may be because experience has shown us that the item is particularly sensitive, in that it presents special problems to British companies wanting to break into a new market.

'There can be cases where British firms have expressed to us fears that they may not be given a fair opportunity to compete; and we operate random spot checks at times just to see what's going on. But let there be no misunderstanding about this. We are not operating a crude "Buy British" policy, seeking to force on to the operating companies inadequate or uncompetitive British goods. That would be in nobody's interest. But there can be occasions, particularly since many of the companies have traditional links with overseas suppliers, where the claims of British firms trying to get a foothold in the business can be overlooked. We are determined to see that this should not happen.

'The Offshore oil and gas discoveries are one of the reasons why I believe that this country's economic performance in the 70s and 80s will be very different from that in the 60s. We have the proof—not just speculation but proof—of what development of those fields can mean in terms of the demand for a whole range of goods and services that this country can provide.'

Talking of oil, over a cup of coffee ... Mr. Christopher Chataway, Minister for Industrial Development (right) with Mr. A. F. Down, deputy chairman of British Petroleum, at the London Chamber of Commerce conference on off-shore oil.

'Britain's oil stocks high'

—Mr. Peter Emery

WITH stocks of oil in Britain high, and as long as there is no disruption of oil supply, the problems which always exist in energy supply for the UK will be capable of sensible solution without the need for any emergency measures, said Mr. Peter Emery, Parliamentary Under-Secretary of State for Industry and Consumer Affairs, on October 9.

Opening the Eastern Electricity Board's automated and computer-controlled warehousing and transport complex at Waltham Cross, Mr. Emery said there were two major factors in the current energy supply situation. 'Firstly, America, because of major restrictions of the use of petroleum and sulphur-content oils for amenity and ecological reasons and the lack of oil-refinery capacity now evident there, has definite energy problems.

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BRITAIN'S OIL STOCKS
continued

'The US with 6 per cent of the world population uses approximately one-third of the total world energy consumption each year, and, because of a vast increase in demand for certain refined oil products, finds that her domestic oil refineries only meet 13/17 of her needs in petrol and some other products. But this situation is in no way similar in the United Kingdom.

'Secondly, we have the problems of balancing the crude supply of oil mainly from the Middle East with the world demand and at a price that is fair to buyer and seller. I have no doubt in my mind that production capacity can be made adequate certainly for the immediate time-scale to meet world demand.

'What is necessary is a fair agreement, which respects the long-term interests of both buyer and seller, to ensure a continuing supply from the world's traditional sources. Surely this is to the benefit of the OPEC nations as it is to Europe and America. Surely common sense and indeed joint business interests ought to prevail to ensure sensible solutions.'

Shipping Minister urges maritime nations to fight marine pollution

SPEAKING at the opening session of the International Conference on Marine Pollution at Church House, Westminster on October 8, Mr. Michael Heseltine, Minister for Aerospace and Shipping, called for action to step up the fight against marine pollution. He said that too few countries had brought in legislation to implement international conventions and urged that they should do so at the earliest possible opportunity.

The conference is being held under the auspices of the Intergovernmental Maritime Consultative Organisation.

Mr. Heseltine said: 'For several years now there has been growing world concern that we may be seriously damaging the earth and its seas with the products and wastes of economic activity. This has led to action both at national and international levels designed to reduce the harm that can be done by the unregulated release into the environment of industrial pollution of all kinds. National action can generally be agreed upon fairly easily (although it then requires a sustained effort to achieve results): but international action is necessarily rather a more difficult business: the interests of many different nations must be reconciled. International action is however, much to be preferred to unilateral action, which can have a damaging effect on trade and world development.

'It was here in London that the first Conference on Pollution of the Sea by Oil met in 1954 at the invitation of the United Kingdom Government, and the resultant Convention has pioneered the way in improving the methods by which pollution of the sea has been reduced and is the outstanding example of international action against pollution. Although 1954 seems a long time ago the Convention has been modernised from time to time and the 1969 Amendments, if fully implemented, would virtually eliminate pollution of the sea by oil discharged operationally. Many Governments, however, including my own, are anxious to close the gap which remains in the control of operational oil pollution in as practicable a manner as possible and this will be an important item before you. Entirely new at this international level are proposals to eliminate pollution by hazardous substances other than oil and from sewage and ships' refuse. It is the inclusion of this new range of potential pollutants which gives this Conference a special significance.'

The Minister concluded 'In case the work of those who seek to protect our environment sometimes seems hard and unrewarding, it may be encouraging, since we are meeting in London, to remind you of the success which is possible. For a century or more London was notorious for its thick fogs, caused largely by atmospheric pollution. Legislation against smoke pollution and strict enforcement has almost entirely eliminated the problem, enabling us to breathe cleaner air and to make worthwhile the restoration of many of our smoke-stained buildings to their original brightness.'

Up periscope . . . ? No, rather the operation of a tensile testing machine in the laboratory of Holo-Krome Ltd., Dundee. Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, is trying his hand at the quality evaluation of Holo-Krome socket screws. Chief metallurgist J. R. Macmillan looks on. Mr. Grant was on a four-day visit to Scotland and the Northern Region.

'Britain's prosperity is growing'

—Mr. Anthony Grant in Scotland

DESPITE panicky warnings from the prophets of doom and despair Britain's prosperity is growing. Small firms in particular should play a greater part in this growth.

This message was spelt out in Scotland on October 3 by Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development.

'For years,' he told a meeting of the Dundee Chamber of Commerce, 'it has been recognised that Britain needs somehow to get out of the low-growth groove and achieve and sustain a higher growth rate.

'We have climbed out of the groove and are now on a much faster track. *Let there be no doubt that Britain's boom is continuing.*'

He pointed out that since the second half of 1971 Britain's G.D.P. —or output—has been increasing at an annual rate of 4 per cent and between the second half of 1972 and the first half of this year the increase was much stronger.

In the second quarter of this year industrial production was up by as much as 7½ per cent on the year before and for the manufacturing industry the increase was a full 9 per cent.

'This year,' went on Mr. Grant, 'exports have contributed strongly to our expansion. We are, overall, exporting half as much again by value as in 1970. In the first seven months of this year the volume of our exports rose one and a half times faster than imports compared with the second half of 1972. Perhaps it is too early to start talking of economic miracles, but at least we have a real chance to stop the slide into genteel poverty that has been our way of life since the war.

'The challenge before the country is to maintain a steady sustained rate of growth at something near full capacity working. The rate of growth of demand must not exceed the growth of the nation's productive potential, once we have reached the limits of capacity.'

Mr. Grant said that it was pleasing to see Scotland in general and

Tayside in particular, sharing in the United Kingdom's growing prosperity. The Government's determination to maintain growth was coupled with a realisation that another 'stop' would have calamitous effects on Scotland and other development areas.

'Of course,' he said, 'Tayside has still a long way to go. The Dundee unemployment rate is still 1.3 per cent above the Scottish average and 3 per cent above the figure for Great Britain—although Tayside as a whole, with a rate of 3.9 per cent is slightly better off than the rest of Scotland.'

He said that recent inflows of new industry has greatly improved the employment situation and that this improvement can be directly attributed to the Government's growth policy, and to the generous Development Area incentives—and it must be recognised that North Sea oil opportunities are beginning to play an increasing part.

Mr. Grant was impressed by the vigour of the Dundee and Tayside industry's campaign to get in on the benefits of the North Sea oil trade. 'Dundee has not sat back and grumbled about its lot. I would like to say that you have succeeded (literally) in putting Dundee on the map in this context.

'Tayside's rising expectations and prospects are shared with the rest of Scotland. The scale of economic and industrial change which is taking place is striking. In particular, there has been a change of mood in the past year. There is a sense of new pride and self-confidence. Scottish industry is grasping its opportunities in respect of North Sea oil and of European Community membership. With the help of substantial Government incentives brought in early last year, investment is now pouring into Scotland. The rate of applications to our Scottish Industrial Development Office doubled in the second quarter of this year. Demand for Government-built factories is running at a record level. By the end of August the total estimated investment in Scotland in respect of Regional Selective Assistance applications was nearly £150 million and, altogether, projects could give rise to 24,000 jobs. The Regional Development Grants Office in Glasgow had, in addition, received more than 5,700 claims for grants on investments in Scotland totalling £124 million and has already cleared 3,000 of these,' he said.

Finally Mr. Grant emphasised the importance of the contribution to the Scottish economy by small firms. 'Don't throw back the too small fry—better to encourage the birth and development of 10 small firms than to sit and wait for one big fish to be landed. Also their better industrial relations make the small ones fresher and tastier.'

'Britain's success spells more prosperity for North-East . . .

THE growing success story of Britain's industry both at home and abroad is nowhere being felt more than in our Northern region, said Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development in Teesside on October 4.

'This is an area of growing opportunity,' he said at a symposium organised by the Institution of Chemical Engineers, 'and with its strongly developed bases in oil and in chemicals and with British exports gaining ground month by month throughout the world, now is the time for chances to be firmly grasped.

'There have been two comparatively recent developments of strategic significance. The first was the British Steel Corporation decision with the approval of the Government to invest almost a thousand million pounds on a huge new steel complex. The second was the decision by Phillips Petroleum with the approval of the Norwegian Government to bring oil from the Ekofisk field to Teesside. With its planned deep water facilities Teesside will be able to accommodate the 150,000 ton ore carriers and oil tankers that are needed for these two developments.

"There is a third factor of strategic significance and that is Britain's entry into the Common Market. Looking at Teesside in an EEC context and bearing in mind its coastal location with the deep water I referred to, it is a natural growth point for industries that see advantage in making use of these communications to be within 300 miles of Rotterdam, the gateway to one of the most prosperous, densely populated and fast growing areas of the world.'

Proud export performance

Mr. Grant emphasised that chemicals is an important part of Teesside's economy. 'In an industry that is capital intensive, it employs 26,000 in the Teesside area, that is 27 per cent of the working force in manufacturing industry. And there are many more indirectly employed in services and support industries that depend heavily on chemicals. But chemicals is also one of Britain's main industries, with an export surplus of over £300 million last year. This is an achievement which the industry can be proud of but its achievement does indicate that in the opportunities opening up in the world now for Britain it can go on to greater things. Not only in chemicals but of the export of technology and the design and construction of chemical plants.'

Industrial regeneration

Turning to the North's general development, Mr. Grant said: 'It is part of the Government's policy of national growth that within this we should secure an effective regeneration of the regions which were the heart of Britain's economy in the 19th century. This policy of regeneration has been moving forward strongly since we introduced new policies last year and the Northern Region has been doing particularly well. Under our scheme of selective financial assistance for expansion projects, the Northern Region has benefited from more positive decisions than any other region and from a comparably high proportion of the new jobs secured.

'The last year was a record for the Northern Region in the number of factories and the amount of factory space committed to new occupiers by the Government's Estate Corporation, the English Industrial Estates Corporation. It is one measure of the scale of industrial regeneration in this region that the number of people working in factories owned by the Corporation—which had its genesis in the mid '30s—is more than the total employment in coalmining and shipbuilding put together—the two industries with which the North has been so closely associated.'

. . . and new confidence in Northern industry'

—Mr. Anthony Grant

THE past year has been one of great recovery and progress in the North,' said Mr. Anthony Grant, Parliamentary Under-Secretary of State for Industrial Development, in Teesside on October 5. 'Unemployment in the region has been cut by 29,000, massive new shipbuilding orders have been gained by the North East yards, Ekofisk oil will come to Teesside and we have seen further progress for our shorebased industries in getting benefit out of discoveries in the North Sea.'

Mr. Grant was speaking at a directors' luncheon club meeting of the Teesside and District Productivity Association. He continued: 'Furthermore, the British Steel Corporation—with Government support—have decided to locate their new steel complex on Teesside with an investment of the best part of £1,000 million. Our exports nationally and from this region are booming—they are increasing at a phenomenal rate and there is hardly any sector of industry now that has not felt the benefit in its own order books of a stronger market situation. For the future we have the prospect of obtaining growing benefits from our decision to go into the Common Market, and situated as it is 300 miles from Rotterdam, Teesside stands to gain as strongly as any part of the country from this decision.

'Although the last year has seen great progress in the North, there are no grounds whatever for complacency. There is still a very great deal to be done and I want to indicate where I see special responsibilities for my Department in this further work.

(continued on next page)

Diversification is essential

'One of the principal concerns must be to give this region not only a higher level of employment but also a more stable level of employment. This means that we need a wider industrial base—one less dependent on the heavy industry, important though that will always be—and with greater depth in the consumer goods industries, for example leisure goods, processed foods, pharmaceuticals to name a few. We also need a greater proportion of clerical jobs where, outside North Tyneside, this region has distinctly fewer employment opportunities than in the South East and in comparison with the national average.

'The Hardman committee has looked into the question of Civil Service dispersal in very considerable depth and while I know there has been disappointment in the regions about Hardman's recommended course of action, its adoption would mean 2,000 jobs for the North, of which three-quarters will be in Teesside. The Government is now considering the Hardman Report and in doing so it will weigh very carefully the comments that have been made by Teesside, the NEDC, and other interests. It is naturally of concern to me as a Minister with responsibilities for regional development that the regional case shall receive full and fair consideration in the Government review of the Hardman Report now taking place. Perhaps here I might mention how impressed I have been by the thoughtful comments on the Report that have been made to Ministers by representative bodies in this region. Comment of this quality, even if it is not from a totally impartial disinterested source, is of material help to Government in ensuring that in coming to its decisions all the issues are brought fully into account.

'While we must secure dispersal of Civil Service work from London, we must also secure a greater dispersal of similar jobs from the private sector. To this end, earlier in the summer, the Government introduced a new package of incentives to promote this. We can now offer companies willing to disperse clerical jobs a wide range of jobs in the service sector including research, very worthwhile assistance in the form of five years rent of the premises required or the equivalent contribution to capital cost when new premises are acquired or built, and £800 for each person transferred, within a ceiling of half the total employment in the development area.

'I hope any of you here today who have connections outside this region whom you think these incentives could be of benefit, will not hesitate to draw them to their attention and tell them that my Department will be very glad to advise them in confidence of what could be done. We for our part have already written to about 100 firms in the region whom we know to have headquarters elsewhere.

'You can also assist by helping in a very necessary campaign of informing people in the South and the Midlands about the reality of the high quality of life in the north of England. This is indeed a good place to live, free from the congestion of London; with a full range of cultural and recreational activities; with housing at realistic prices and roads with space enough to make motoring a pleasure. You can also help by backing your local authorities in their efforts to further improve visual and cultural amenities of the area and by backing your promotional institutions in their efforts to get across the truth about this region. You can also help of course by personal encouragement to people in other parts of the country to come and see this area for themselves.

'I have been so far talking about bringing service industry jobs into the region. Just as important is the need for a new effort to stimulate entrepreneurship and encourage the development of small firms in the region.

Importance of the small firm

'It is tempting to think that the giants of today will continue almost indefinitely and to assume that the days of the small man building up a large-scale enterprise in his own lifetime is a thing of the past. This is completely untrue. Few of the giants of today existed a century ago and I wonder how many of them will be here a century hence. Most of the giants of a hundred years' time probably do not exist today.

'In their own interests the regions need to become breeding grounds for new firms. I would like to see the creation here of an atmosphere of positive encouragement towards entrepreneurship. I would like to see, for example, the northern region becoming known as an outstanding area of opportunity for the small firm and for the man starting up in business for the first time. This is not something that can be done by Government, but it has a contribution to make.

'Our first Small Firms Information Centre has been established in Newcastle and already it has had 500 inquiries. About 200 have been people thinking about going into business on their own account. We can therefore act as a clearing house for people with an entrepreneurial turn in mind. This is the course of development I would welcome.

'Enterprise North'

'But the Centre is only a clearing house. It cannot itself give advice on how to set up a business, how to raise the finance, how to conduct market research and so on. To provide this kind of help I would like to see support given for a movement that is now emerging in this region as "Enterprise North". This is a grass roots movement in which a few businessmen with different skills come together as a panel to provide unpaid voluntary advice to men thinking of going into business; for example, to advise them of the pitfalls, comment on a man's plans, help to reformulate the more promising proposals into a practical, viable proposition which would be taken seiously by a bank or other source of finance. And when eventually the venture starts one of them will be ready to act as a source of informed advice during the first year of operation, always a crucial phase during the start of a business when the advice of an experienced hand can be invaluable. Perhaps with a dozen or so men of experience, whether in the field of trade unions, accountancy, law, marketing, production, technology and so on who could be called upon from time to time to advise on a particular problem or project, such men could give valuable help in their own locality. Already my Department in consultation with a few pioneering spirits, the NEDC and the English Industrial Estates Corporation, has identified a chairman for four such panels in different places throughout the region and I hope the panels will now be quickly formed and prosper. This is only the beginning and I imagine it is a movement with which productivity associations like this would wish to be associated.

'My Department will give all the informal help it can in the formation of such panels, as it did in the recent initiative in this region to launch "a new businesses" competition with a prize of £10,000, for which I understand already over 200 people have applied for application forms.

Expansion

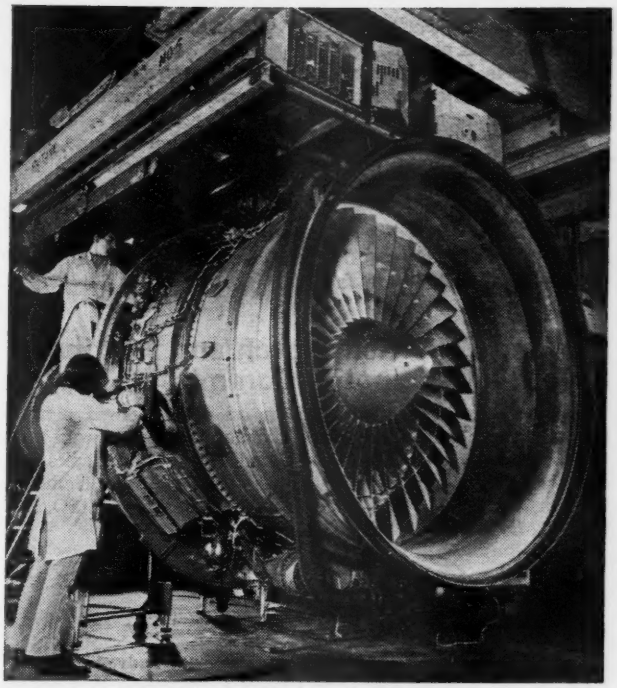
'And then there are the established businesses in the region. We must be concerned to foster their viable growth. Already under the terms of the Industry Act my Department has offered Selective Financial Assistance to expansion projects which are aimed to provide 10,000 new jobs. This is good progress in one year. In support of these jobs nearly £9 million of Selective Financial Assistance has been offered. In addition, Regional Development Grants paid from inception up to September 14, 1973, in the northern region total £15.4 million.

'By now Selective Financial Assistance and the Regional Industrial Development Grants are well known by industry, but there is much less information about new cheap sources of finance which are available to companies as a result of our decision to go into the European Common Market.

Finance from Europe

'First we have access to the European Investment Bank. This Bank was set up by the Treaty of Rome in 1957 as a non-profit making public institution whose function was to contribute to the balanced development of the Community. For this purpose it can make available long-term loans to private or public enterprises, local or regional authorities and financial institutions to finance developments which help in promoting increased prosperity in "less favoured" regions, or which serve a common European interest. Loans, provided they meet the Bank's criteria, can come to 40 per cent of the investment in fixed assets and carry a rate of interest of about 8½ per cent.

'Secondly, in areas affected by coal and steel closures, there is the possibility of Reconversion Loans from the European Coal and Steel Community. For the first five years of such loans the rate of interest is only 4½ per cent although it rises to a higher rate thereafter.



The new 48,000 lb. thrust development of the Rolls-Royce RB 211 engine made its first test run at Derby on October 1. This version of the RB 211 gives 6,000 lb. more take-off thrust than engines currently in production. It is being developed to power the longer-range version of the Lockheed TriStar which is now on offer to a number of airlines including British Airways and Air Canada. This aircraft will fly 273 passengers over a range of 5,300 statute miles.

The DTI's trial BH-7 hovercraft speeds round upper New York bay to demonstrate the possibilities of hovercraft commuter transport for New York's thousands. City marine and aviation commissioner Charles Leedham said he envisaged a fleet of hovercraft providing fast, economical transport. 'It's fast, it's civilised, it's fantastic', he declared. The hovercraft carried more than 11,000 passengers during 12 weeks of evaluation trials in the United States.

'Later we shall see the creation of a new Regional Development Fund. The precise nature and resources of this fund are being worked out in Brussels between the Member States. But this lies ahead and business cannot wait. It is for this reason that I have mentioned tonight the funds that already exist—the European Investment Bank and the European Coal and Steel Community's Reconversion Loans.

Exports

'No less important to the economic health of the region is the fast growth of exports. The Government's policy of stimulating expansion at home must be supported by a swift growth in exports. I recognise that many northern firms have contributed to the strong rise in exports this year and that many are represented in the ranks of leading UK exporters. But this is a time of tremendous opportunity, with British exports generally highly competitive throughout the world over a wide range of goods—it is a time when in their own interests companies should make every effort to open up new overseas markets. A break-in is often difficult but with a sizeable price advantage barriers to untried products can be overcome and once a connection has been established it is likely to prove a good investment for the future.

'How can the Department help? Many of you are already familiar with the export services which can be tapped through the regional office at Newcastle—your link with the network of commercial diplomatic posts overseas. The range of services offered include computer-based intelligence tailored to your requirements, trade statistics, tariff data, economic and market assessments.

'I want to conclude by emphasising that this is a time of new opportunity, a time when Britain if it seizes its opportunities is on the threshold of an export-led boom. Our products are competitive to a degree where we can go out into the markets of the world with confidence. For companies with the will to take the market opportunities now available at home and abroad, and who have sufficient confidence in the future to invest in it, the resources of my Department will be available to back it up. This is the time of opportunity for the northern region. Opportunities must be taken while they are available and I am sure there is the enterprise and courage here in the North to see that these are taken to the full,' concluded Mr. Grant.

Industries help to beat the skilled labour shortage

WEST Country and South Wales firms seeking higher productivity from better production handling methods attended a 'Talk-in' at Bristol on October 10. They heard experts present high lights from their experience in handling different materials and components in manufacturing industry. These case histories all showed how costs have been cut and production increased. Methods to reduce manual handling, which particularly benefit skilled workers and enable employers to make better use of their special capabilities, were described.

The 'Talk-In', at the Esso Motor Hotel, Hambrook, was under the chairmanship of Mr. W. M. R. Bell, chairman of the Western Section of the Institution of Production Engineers.

The talk-in was sponsored by the Low Cost Automation Centre of the Bristol Polytechnic in conjunction with the National Materials Handling Centre, Cranfield, as part of a national campaign in which the Department of Trade and Industry informs industry about current developments that can help to improve industrial efficiency.

'Aids to Efficiency' exhibition

Beginning October 23, a three-day 'Aids to Efficiency' exhibition will be held in the Polytechnic's Assembly Hall at Ashley Down.

The Exhibition, sponsored by the Low Cost Automation Centre of the Bristol Polytechnic and the Department of Trade and Industry will be opened by Mr. W. G. Poeton, chairman of South West Regional Council of the Confederation of British Industry at 11.00 on October 23.

The aim is to show industry some of the low cost aids available and to indicate how these may be applied to achieve increased productivity, quality, and safety, with a reduction in unit cost. Twenty firms, including several smaller manufacturers from the Bristol area, will demonstrate low cost automation equipment and systems.

(continued on next page)

'AIDS TO EFFICIENCY' EXHIBITION
continued

Mr. William Bell, Manager of the Bristol Low Cost Automation Centre, has completed a number of successful projects in which local firms have been assisted to solve automation problems. Examples of the work carried out by the Centre will be on show at the Exhibition. Members of the staff will be present to explain how the Centre can help firms to introduce profitable low cost automation techniques.

The exhibition will be open from 10.00 to 18.00 daily. Admission will be by invitation, and approximately 3,000 manufacturing firms located within one hour's travelling distance of Bristol will be invited to attend.

Britain earned record £721 million from tourism last year

—BTA's annual report

LAST year, according to the annual report of the British Tourist Authority, published on October 1, nearly 7½ million overseas visitors came to Britain—an increase of about 5 per cent over 1971. Earnings from this traffic, including fares paid to British air and shipping lines, totalled £721 million, which was a rise of 13 per cent.

The report says tourism employs in the various trades about 1½ million people. Its foreign exchange receipts represent some 5 per cent of Britain's total overseas earnings.

Tourism has had a record of rapid, even dramatic, growth over the last 10 or 12 years. Previously, overseas visitors effectively knew only London, Stratford-upon-Avon, Oxford or Cambridge. Today they are visiting every part of Britain, including the remoter parts of Scotland and the Welsh valleys, where new hotels and new amenities are giving new life and prosperity.

The BTA's report records that success in tourism, while welcome to many, is not necessarily welcome to all. There has been criticism in London of a 'tourist invasion'. There are those who, not unnaturally, resent intrusion upon their own privacy, not only in secluded parts of the countryside, but also in a great city like London.

'It would be unrealistic, and discourteous also, to dismiss those reactions,' says the report, 'although one can be less patient with a more general tendency in this strange country today of denigrating success whenever success occurs.'

Looking back on 1972, the BTA report says it was a year of great change and some uncertainty in tourism. Increasing benefit was derived from huge investment in tourist facilities and services. The unprecedented investment in hotels resulting from the Hotel Development Incentives Scheme is providing more than 70,000 new bedrooms, mostly of international standard. As 60 per cent of these are outside London, most of Britain has become an international tourist destination.

Parallel with this is another programme of development of tourist facilities and amenities by public and private enterprise, assisted by the English, Scottish, Wales and Northern Ireland tourist boards. This is providing a nationwide complex of new and exciting facilities—ranging from theatres to wildlife parks, from visitor centres to sporting amenities.

The report goes on to say that Britain's entry into the European Economic Community is also a positive factor. Membership of the Community has had the welcome effect of easing visitor entry into Britain and provides opportunity to citizens of EEC countries to work in all our industries, including hotels and tourism.

The BTA's activities in 1972 were conducted against a background of international currency crises, a domestic price freeze and, by no means the least important, the failure of the world's airlines to agree a rational fare structure, especially on the North Atlantic routes, comments the report.

For the first time in almost 20 years the number of visitors to Britain in July and August actually fell by 1 per cent. However, the report emphasises that there is a developing and welcome trend towards more frequent but shorter visits in the cheaper and less-crowded off-peak periods.

Increases in hotel and restaurant prices are proving to be more modest than was earlier suggested. Following the floating of the pound in 1972 the majority of foreign visitors received a better rate of exchange for their currency, with the exception of those from North America. Britain is still a country that offers competitively real value for money, not least in shops, theatres, restaurants and hotels.

The BTA report says that if tourist arrivals in the first four months of 1973 (a rise of 12 per cent over 1972) are any guide, the prospects for the year as a whole look fair.

Merger of British Match and Wilkinson Sword—Monopolies Commission report

THE Monopolies Commission report on the proposed merger between British Match Corporation Ltd. and Wilkinson Sword Ltd. was published on October 8 as Cmnd Paper 5442. Copies are available, price 31½p from HM Stationery Office, 49 High Holborn, London, WC1V 6HB and branches, or by post from HMSO, PO Box 569, London, SE1, price 35½p.

Engineering company take government factory at Barnsley

AL-KO (Britain) Ltd. is to occupy a 25,000 sq. ft. advance factory built by the English Industrial Estates Corporation at Carlton Road, Barnsley, Yorks. This is the first government factory to have been built in the Barnsley area and has only just been completed.

AL-KO (Britain) Ltd. is a subsidiary of Alois Kober KG of Koetz, Germany. The British company has been in existence for three years as a successful sales organisation, being based at Paddock Wood, Kent, but this will be the first production unit established in this country.

The Barnsley premises will be used for the manufacture and assembly of small concrete mixers, gardening and do-it-yourself equipment. Initially the company expect to employ about 50 people but future expansion is envisaged which could increase this to 250, mainly men.

Jobs boost for Maesteg

MR. Peter Thomas, Secretary of State for Wales, announced on October 2 that the Department of Trade and Industry's No. 4 Advance Factory at Maesteg has been allocated to the Patent Industrial Group Ltd., a group of engineering companies with factories in the Midlands and South Wales.

Three of their subsidiaries engaged in the manufacture of electric capacitors, electric motors and gear boxes, will occupy the Maesteg factory.

One hundred jobs will be provided immediately, and at a later stage an extension is planned to cater for further expansion and to re-house their subsidiary in Bridgend—Methods Centreline Ltd., involved in die castings. Eventually it is envisaged that 280 people will work on the complete site.

More jobs for Cwmbran

NEWELD Plastics (UK) Ltd. have started production in a new 10,000 sq. ft. factory erected by the Cwmbran Development Corporation on their Avondale Industrial Estate. The company produces a range of commercial stationery products, including files, folders and catalogue covers, manufactured from PVC sheeting. It is anticipated that employment will be provided for 60 people during the next 18 months.

Price Commission deputy chairman resigns

THE Minister for Trade and Consumer Affairs and the Minister of Agriculture, Fisheries and Food have accepted with regret the resignation of Mr. Frank Bernard, a deputy chairman of the Price Commission, on grounds of ill health.

Price Commission decisions

APPLICATIONS for price increases from the following companies have been considered by the Price Commission whose decisions are shown below. The increases take effect at once or within the next few days, except where otherwise indicated.

Cadbury Schweppes Foods Ltd.: Increases averaging 2.8 per cent over their whole range of products, excluding canned fruit and vegetables. They are due to higher costs of raw materials, particularly fruit and flour, packing materials and labour.

RHM Foods Ltd.: Increases averaging 8.4 per cent on 'Bisto' and 'Gravymaker'. They are due to higher costs of raw materials, particularly potato starch, and labour.

Spillers-French Baking Ltd.: Increases averaging 4.7 per cent on rolls, buns and flour confectionery. These are due almost entirely to the higher cost of raw materials, particularly flour, eggs and dried fruit, and will take effect over the next two weeks.

Allied Bakeries Ltd.: An increase of 9.1 per cent on fruit malt loaf due to higher costs of raw materials including sultanas and flour.

Animal Feedingstuffs: Increases averaging £2.35 per ton for **BOCM Silcock Ltd.**; £2.00 per ton for **Beecham Agricultural Products:** £4.20 per ton for **RHM Agriculture Ltd.:** £4.35 per ton for **J. Bibby Agriculture Ltd.** These increases are due to the higher costs of imported and home-produced raw materials.

Price increase applications

The Price Commission have considered applications for price increases on non-food products from Category I companies. Four applications were rejected and 14 were withdrawn or lapsed without being approved. Of those allowed, six were on consumer goods and the rest on industrial products.

The Price Commission have rejected:

Wallpaper Manufacturers Ltd. (Reed International Ltd.): An application for an increase averaging 8.11 per cent in the price of wall coverings. The Commission were not satisfied that an increase of this amount would not cause the company to exceed its profit margin reference level.

Reed Paper & Board UK Ltd.: An application for an increase of 1.74 per cent in the price of newsprint based on movements in exchange rates. On September 3 the Commission allowed increases in the price of standard and lightweight newsprint based on the increased cost of imported pulp, to be effective from October 1. They did not consider that variations in exchange rates between these dates provided a valid reason for altering their earlier decision.

Hepworth Iron Co. Ltd. (Hepworth Ceramic Holdings Ltd.): An application for increases averaging 8.35 per cent in prices of clay pipes and ducts. The Commission were not satisfied that the increases would not cause the company to exceed its net profit margin reference level.

AIS Garment Services (Initial Services Ltd.): An application for an increase of 13.514 per cent on their contract workwear rental and replacement service was rejected. The company had not supplied details of the effect of the proposed increase on its net profit margin reference level.

The following applications for price increases have either lapsed or have been withdrawn:

AFA-Minerva Ltd. (a subsidiary of EMI Ltd.): An application for an increase of 45.58 per cent on their intruder detection and prevention equipment supplied to banks.

EMI Records Ltd. (a subsidiary of EMI Ltd.): An application for an increase of 6.2 per cent on gramophone records.

British Copper Refiners Ltd. (a subsidiary of British Insulated Callender's Cables Ltd.): An application for an increase of 5.86 per cent on copper and copper alloys.

Creda Electric Ltd. (a subsidiary of Tube Investments Ltd.): Applications for an increase of 5.20 per cent on their Electricaire central heating units and for 3.60 per cent on electric storage radiators.

Jackson Electric Ltd. (a subsidiary of Tube Investments Ltd.): Applications for an increase of 6.10 per cent on electric cookers and 5.98 per cent on tumble dryers.

Richards and Ross Ltd. (a subsidiary of Tube Investments Ltd.): An application for an increase of 6.084 per cent on light gauge manipulated steel tubes.

Russell Hobbs Ltd. (a subsidiary of Tube Investments Ltd.): An application for an increase of 6.91 per cent on electric kettles, percolators and spares.

Scottish Repetition Company Ltd. (a subsidiary of Delta Metal Co. Ltd.): An application for an average increase of 8.09 per cent on miscellaneous metal goods.

International Janitor Service Ltd. (a subsidiary of Thorn Electrical and Associate Industries): An application for an increase of 5 per cent on central heating spares.

GEC Switchgear Ltd. (a subsidiary of GEC Ltd.): An application for an increase of 10.04 per cent on medium-voltage air circuit-breakers.

Tayforth Ltd. (a subsidiary of the National Freight Corporation): An application to increase their charges for general haulage by 9.7 per cent, for contract hire by 4.46 per cent and for short-term warehouse storage by 3.36 per cent.

Northern England Brick Company (a subsidiary of the National Coal Board): An application for an increase of 6.25 per cent on bricks.

The increases below have been allowed on the grounds of higher allowable costs, mainly of labour and raw materials, except for one case, which was allowed under the loss-making provisions of the Code.

Delta Metal Electronics Ltd. (a subsidiary of the Delta Metal Co. Ltd.): 5.1 per cent on transformers, welding cables and power packs, allowed under the loss-making provisions of the Code.

Charles H. Pugh Ltd. (a subsidiary of Birmid Qualcast Ltd.): 3 per cent on lawnmower services and overhaul work carried out at the company's branches and on-site service work, mainly based on increases in labour costs.

Lever Industrial Ltd. (Unilever Ltd.).: An average of 10.2 per cent on the company's range of soaps and detergents, due to increased costs of labour and materials, especially oils and fats.

Goodyear Tyre and Rubber Co. (Great Britain) Ltd.: 3.52 per cent on replacement tyres, tubes and remoulds due to increased costs of natural rubber and labour.

Imperial Chemical Industries Ltd. (Paint Division): An average of 7.67 per cent for decorative paints, due to increases in raw materials and labour, effective from October 2.

Beaverbrook Newspapers Ltd.: An average of 5.63 per cent which will be reflected in a cover charge increase of 1p on the *Sunday Express* newspaper with effect from October 7, 1973 and immediate increases of between 10.75 per cent and 19 per cent on two classes of display advertisement rates in the *Daily Express* and *Sunday Express* newspapers. This is due mainly to the additional costs of labour and materials.

IPC Business Press Ltd.: An average of 1.476 per cent in advertisement rates and cover prices relating to a range of trade, technical and specialist journals and directories produced by this company. This is due mainly to the additional costs of labour and materials.

Fordham Pressings Ltd. (Hepworth Ceramic Holdings Ltd.): 5.24 per cent on plastic flushing cisterns, due to the increased costs of labour and materials.

Hepworth-Polva Plastics Ltd. (Hepworth Ceramic Holdings Ltd.): An average of 11.3 per cent on PVC pressure pipes and related products, due to the increased costs of labour and materials. This is less than the amount applied for.

(continued on next page)

PRICE COMMISSION DECISIONS
continued

Enfield Rolling Mills Ltd. (Delta Metal Co. Ltd.): An average of 6 per cent on processing costs of intermediates produced from copper billets due to increased costs in raw materials and labour.

Fisons Ltd.: Increases on a group of fertilisers ranging from £0.32 to £1.57 per cwt due to increased costs of raw material and labour.

General Motors Scotland Ltd. (a subsidiary of General Motors Corporation): 5 per cent on heavy 'off highway' earthmoving equipment and spare parts, mainly due to increased cost of labour and materials (principally steel, forgings and castings).

Petroleum products

Increases averaging from 0.587 pence to 0.939 pence per Imperial gallon have been agreed for petroleum products of the Esso Petroleum Company, Shell UK, BP Trading, Mobil and Burmah due to the higher costs of crude oil and freight charges. In some cases these increases are less than those applied for.

In the case of Conoco an increase of 1.257 pence per Imperial gallon has been agreed under the loss provision of paragraph 49 of the Price Code.

In implementing these increases the oil companies have agreed not to raise their pump prices for the standard grades of petrol by more than 1 penny per gallon, with effect from 00.01 hours on October 4.

There will also be increases in the prices of other petroleum products which differ according to the commercial position of the companies concerned. These increases may be implemented at any time from October 1.

Prime cost contracts

THE Price Commission have considered the arrangements to be made in respect of increases in labour cost levels arising during the currency of a prime cost or cost reimbursement contract. They have concluded that it would be in accordance with the principles of the Price and Pay Code that, under any form of contract based wholly or partially on prime cost, cost reimbursement or daywork arrangements, a claim by an enterprise for payment under those arrangements which includes an element for increased labour cost levels first incurred since the start of the contract or November 6, 1972, whichever is the later, should be settled, provided first that the increases in labour cost levels were consistent with the Code; and second, that the productivity deduction specified in paragraph 29 of the Code has been applied. This decision is made by the Commission as provided for in paragraph 153 of the Code.

Notes

Discussion about the status of prime cost contracts arose first in the context of the construction industry where such contracts are in more frequent use. The decision of the Price Commission, however, is a general one which applies to all enterprises, and not only to those concerned with construction.

The maximum extent to which enterprises are required under the terms of paragraph 29 of the Code to absorb allowable cost increases arising from increases in labour costs is 50 per cent. This percentage is, however, reduced in the case of enterprises whose labour costs represents more than 35 per cent of total costs.

New Deputy Secretary (Aerospace) in the DTI

THE Secretary of State for Trade and Industry, with the agreement of the Prime Minister, has appointed Mr. D. le Brun Jones to be a Deputy Secretary in the Department of Trade and Industry in succession to Mr. J. A. Hamilton whose appointment to Deputy Secretary post in the Cabinet Office has been announced. Mr. Jones is at present the Under-Secretary in charge of the Air Division in the Department of Trade and Industry. His promotion to Deputy Secretary will take effect from October 15.

Mr. Jones (who is 49) will take charge of the four aerospace divisions in the Department of Trade and Industry.

He joined the Ministry of Power in 1947 and was concerned with various aspects of energy policy in that Ministry and subsequently in the Ministry of Technology and the Department of Trade and Industry for most of the time between then and 1971 (except for the period 1964-68 when he was head of the branch responsible for steel nationalisation).

Official appointments

MR. Peter Walker, Secretary of State for Trade and Industry, has authorised the following appointments:

Mr. A. G. Derbyshire to be a part-time member of the Central Electricity Generating Board.

Mr. Douglas Barrington, Mr. David Macdonald, Mr. Henry Marking, Mrs. Alison Munro, and Mr. Peter Parker to be members of the Board of the British Tourist Authority. (The chairman of the English, Scottish and Wales Tourist Boards serve as ex officio Members of the BTA.) All the appointments are on a part time basis and will run until September 30, 1975.

Mr. R. A. Clark to be re-appointed as chairman of the National Film Finance Corporation. Mr. Christopher Dolley, the Lord Remnant, and Mr. Geoffrey Williams to be re-appointed as members of the Board of the National Film Finance Corporation. The appointments are for one year from October 1, 1973.

Mr. P. Blakeley and Dr. L. H. A. Pilkington to be members of the Advisory Council on Research and Development for Fuel and Power.

Mr. H. C. Partridge to be a full-time member of the Civil Aviation Authority for a period of three years from January 1, 1974. Mr. J. H. Lawrie's full-time membership of the Authority, which was to expire on December 21, 1973, has been extended to March 31, 1975. Sir Roy Allen, a part-time member of the CAA completes his term of office on December 21, 1973. The membership of the Civil Aviation Authority will then be 12, including six full-time members.

Mr. Anthony William Mallinson to be Chairman of the Cinematograph Films Council. The appointment runs until September 30, 1976.

Clearance of merger proposals by the DTI

THE Department of Trade and Industry announce that on the information at present before them it is not their intention to refer to the Monopolies Commission, under the provisions of the Monopolies and Mergers Act 1965, the proposed merger between the following companies:

E. Merck Ltd. and BDH Chemicals Ltd.
Cummins Engine Company Inc. and Holset Engineering Ltd.

Public inquiry into the stranding of mfv 'Ross Tern'

THE public formal investigation into the circumstances surrounding the stranding of the above vessel on Swona Island in the Pentland Firth on February 9, 1973, will open at 10.30 a.m. on Monday, December 3, 1973 in the Sheriff Court, Aberdeen before the Sheriff Principal and three Assessors.

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD; or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

Prevention of Fraud (Investments) Act 1958

DEALERS IN SECURITIES

THE following changes have taken place in the lists of dealers in securities under Sections 3 and 16 of the Prevention of Fraud (Investments) Act 1958.

Licensed dealers

Additions

Westavon Securities Ltd., Consortium House, 11 Marsh Street, Bristol 1.

Refson (P. S. Refson & Co. Ltd.), 1 Hobart Place, London SW1W 0HU.

Banca Nazionale del Lavoro, Barrington House, 59-67 Gresham Street, London EC2.

Timbleside Trading Company Ltd., Devonshire House, 1 Devonshire Street, London W1.

NCT Securities Ltd., Pall Mall Court, 61 King Street, Manchester M2 4PD.

Deletions

Rutland Guarantee Ltd., 36 St. James's Street, London SW1A 1JE.

Nikko Securities Ltd., 108 Cannon Street, London EC4N 6EU.

Northern Commercial Trust Ltd., Pall Mall Court, 61 King Street, Manchester M2 4PD.

Change of address:

Carrington (John Carrington & Company Ltd.), 6/8 Emerald Street, London WC1N 3QA.

Merban Ltd., 49/51 Bow Lane, London EC4M 9HA.

Exempted dealers

Additions:

Bank of Europe Ltd., 3 Endcliffe Crescent, Sheffield S10 3EE.

Change of address:

Anglo-Continental Exchange, 5 Frederick's Place, Old Jewry, London EC2R 8BY.

Burston, Hoare & Co. Ltd., 36 Moorgate, London EC2R 6BE.

AUTHORISED UNIT TRUST SCHEMES

The following amendments have taken place in the list of unit trust schemes authorised under Section 17 of the Act and published in Part 5 of the 1973 Particulars of Dealers in Securities and of Unit Trusts.

Additions

Group and/or name and address of management company	Name of scheme	Name and address of trustee
Abbey Unit Trust Managers Ltd., 1-3 St. Paul's Churchyard, London EC4M 8AR	Abbey Investment Trust Fund	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh 2

Changes

DELETE Discount Unit Trust Managers Ltd., 1/4 Copthall Chambers, London EC2 AND REPLACE BY Discount Unit Trust Managers Ltd., Finsbury House, 22 Bromfield Street, London EC2M 7AL		
DELETE Dowgate Fund Managers Ltd., 36 Bedford Row, London WC1R 4JH AND REPLACE BY Dowgate Fund Managers Ltd., 7/9 Breams Buildings, London EC4A 1EU		
DELETE Key Fund Managers Ltd., 31 Throgmorton Street, London EC2N 2BS AND REPLACE BY Key Fund Managers Ltd., 25 Milk Street, London EC2V 8JE		
DELETE Jessel Britannia Group Ltd., 16 Finsbury Circus, London EC2 AND REPLACE BY Jessel Britannia Group Ltd., 22 Austin Friars, London EC2		
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DELETE Wm. Brandt's Sons & Co. Ltd., 36 Fenchurch Street, London EC3 AND REPLACE BY Wm. Brandt's Sons & Co. Ltd., 36 Fenchurch Street, London EC3	Wm. Brandt's Capital Fund Wm. Brandt's Capital Fund	London Life Trustees Ltd., 81 King William Street, London EC4 The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh 2
DELETE Wm. Brandt's Sons & Co. Ltd., 36 Fenchurch Street, London EC3 AND REPLACE BY Wm. Brandt's Sons & Co. Ltd., 36 Fenchurch Street, London EC3	Wm. Brandt's Income Fund Wm. Brandt's Income Fund	London Life Trustees Ltd., 81 King William Street, London EC4 The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh 2
DELETE Tyndall Managers Ltd., 18 Canynge Road, Bristol 8, BS99 7UA AND REPLACE BY Mercury Unit Trust Managers Ltd., 30 Gresham Street, London EC2	The 30 Gresham Street Fund The 30 Gresham Street Fund	William's & Glyn's Bank Ltd., 20 Birchin Lane, London EC3 Williams & Glyn's Bank Ltd., 20 Birchin Lane, London EC3
DELETE Abacus Unit Trust Management Co. Ltd., 26 Pall Mall, Manchester M2 1JR AND REPLACE BY Abacus Unit Trust Management Co. Ltd., 26 Pall Mall, Manchester M2 1JR	Abacus Two-in-One Unit Trust Abacus Growth Fund Units and Abacus Income Fund Units	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh EH2 2YB The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh EH2 2YB

REVOCATIONS

By agreement with the Managers and the Trustees the Orders of authorisation for the following schemes which have not been launched have been revoked.

Licensed Trade Unit Trust Management Ltd.	Excelsior Unit Fund	Midland Bank Trust Co. Ltd., Poultry, London EC2
London Wall Group of Unit Trusts Ltd., 1 Finsbury Square, London EC2A 1PD	London Wall Extra Capital Unit Trust	The Royal Bank of Scotland Ltd., PO Box 51, St. Andrew Square, Edinburgh 2
Scotbits Securities Ltd.	Scotbor Dollar Accumulator Fund	General Accident Fire & Life Assurance Corporation Ltd., General Buildings, Perth
Abbey Unit Trust Managers Ltd., 1-3 St. Paul's Churchyard, London EC4M 8AR	Hambro Abbey Convertible and General Fund	Royal Exchange Assurance, Royal Exchange, London EC3

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GGA

Patents endorsed 'Licences of Right'

UNDER Section 35 of the Patents Act 1949 the following Patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
September 14, 1973		
1,191,482	Societe Civile de Recherche Pharmacetique et Therapeutique	Extraction of Anthracenic and anthraquinonic glycosides from plants
1,195,050	Societe Civile de Recherche Pharmacetique et Therapeutique	Method of obtaining depsides and flavonids contained in plants
1,145,187	Agfa-Gevaert Aktiengesellschaft	Photographic silver halide emulsions with increased sensitivity
1,203,744	Agfa-Gevaert Aktiengesellschaft	Photographic emulsions for the use in the productions of direct positive images
1,238,928	Agfa-Gevaert Aktiengesellschaft	Stabilised photographic silver halide material
1,261,140	Agfa-Gevaert Aktiengesellschaft	Photographic silver halide emulsion having an increased sensitivity and reduced fogging
1,264,562	Agfa-Gevaert Aktiengesellschaft	A photographic silver halide emulsion having an increased sensitivity and reduced fogging
1,273,195	Agfa-Gevaert Aktiengesellschaft	Benzimidazole derivatives and their use in photography
1,274,071	Agfa Gevaert Aktiengesellschaft	Antifoggants for photographic silver halide materials
1,283,398	N V Bekaert SA	Structural sheet material and its manufacture
September 19, 1973		
1,123,460	International Standard Electric Corporation	Automatic telecommunication switching system
1,134,677	Automobiles Peugeot and Regie Nationale des Usines Renault	Overhead cam-shaft internal combustion engines and compressors
1,158,069	Automobiles Peugeot and Regie Nationale des Usines Renault	Headlight
1,171,730	Automobiles Peugeot and Regie Nationale des Usines Renault	A supporting, pivoting and locking device for a convertible seat of a vehicle
1,180,674	Automobiles Peugeot and Regie Nationale des Usines Renault	A gear taking up play
1,182,902	Automobiles Peugeot and Regie Nationale des Usines Renault	An ash-tray
1,186,293	Automobiles Peugeot and Regie Nationale des Usines Renault	An oil for hydraulic devices and devices containing said oil
1,192,533	Automobiles Peugeot and Regie Nationale des Usines Renault	A sealing strip assembly for a door and other closing elements
1,196,083	Automobiles Peugeot and Regie Nationale des Usines Renault	A device for setting an air conditioning installation
1,252,807	Automobiles Peugeot and Regie Nationale des Usines Renault	A thermostatic valve
1,308,680	Friedrich Kocks	The manufacture of a seamless tubing
September 20, 1973		
1,144,675	Automobiles Peugeot formerly known as Societe Industrielle et Commerciale des Automobiles Peugeot	A hinge in particular for an automobile vehicle door
1,164,652	Automobiles Peugeot formerly known as Societe Industrielle et Commerciale des Automobiles Peugeot	An elastically yieldable element for a bearing and a bearing including said element
1,168,496	Automobiles Peugeot formerly known as Societe Industrielle et Commerciale des Automobiles Peugeot	Relating to seats
1,175,856	Automobiles Peugeot formerly known as Societe Industrielle et Commerciale des Automobiles Peugeot	Relating to a fluid flow control valve
1,181,445	Automobiles Peugeot formerly known as Societe Industrielle et Commerciale des Automobiles Peugeot	Methods of balancing the height distribution of an engine and transmission unit by means of vehicle accessories
1,186,430	Societe Industrielle et Commerciale des Automobiles Peugeot	A resilient bearing assembly in particular for an automobile vehicle suspension
September 24, 1973		
1,039,183	Agfa Aktiengesellschaft	Gelatin-containing composition
1,193,387	Jules Louis Jeanneret	Copying lathe
1,202,037	Commissariate a L'Energie Atomique	Rectangular pulse generators
1,204,811	Roger Paul Sonneville	Elastically yieldable rail fastener
1,250,618	Sidney Arthur George Simpson	Safety razors
1,270,687	Etablissements Pennel & Flipo	A process for the preparation of a porous plastics material and the product resulting therefrom
September 26, 1973		
1,188,527	Howson-Algraphy Ltd. formerly Algraphy Ltd.	Development of light-sensitive layers
1,253,026	Howson-Algraphy Ltd. formerly Algraphy Ltd.	The processing of lithographic printing plates
1,299,864	Howson-Algraphy Ltd. formerly Algraphy Ltd.	Apparatus for applying a surface coating of a liquid to a sheet
1,294,811	Pierre Emile Barbier	Audio apparatus for aiding drivers of motor vehicles

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patents Form No. 45 within two months after the date of endorsement.

E. ARMITAGE,
Comptroller

Proceedings under Section 36 of the Patents Act 1949

NOTICE is hereby given that the endorsement 'Licences of Right' upon the undermentioned Patents was cancelled on:

Number	Grantee	Subject-matter
September 15, 1973		
973,674	Commissariat a l'Energie Atomique	Peridmeter for a nuclear reactor
September 8, 1973		
1,089,737	Smith Kline & French Laboratories	Nitrothenylidene amino compounds

E. ARMITAGE
Comptroller

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Moneylenders Acts 1900 to 1927

The following companies held orders of exemption, valid at September 30, 1973 issued under Section 6(e) of the Moneylenders Act 1900:

Afforestation Finance Ltd.
Agricultural Central Trading Ltd.
Agricultural Supplies (Cambridge) Ltd.
Air Holdings (Finance) Ltd.
Alex Lawrie Factors Ltd.
All Souls Church (South Ascot) Ltd.
Alliance Aluminium Holdings Ltd.
ANZ Overseas Finance Ltd.
Astley Industrial Trust Ltd. (The)
Associated Japanese Bank (International) Ltd.
Austin Morris Group Facilities Ltd.

Baldrene Ltd.
Bank of Nova Scotia Trust Company (United Kingdom) Ltd.
Bankers Trust Factors Ltd.
Barclays Export and Finance Co. Ltd.
Bentinck Ltd.
Bentworth Trust Ltd.
Bishopsgate Property and General Investments Ltd.
Blane & Enfield Ltd.
Book Trade Improvement Ltd.
BPI Securities (No. 2) Ltd.
British Maritime Trust Ltd.
British Medical Finance Ltd.
Buckwood Finance Ltd.
Builders and General Mortgage Company Ltd. (The)
BW Trade Facilities Ltd.

CDFC (Ceylon) Ltd.
CDFC International Ltd.
CDFC (Malaysia) Ltd.
CRCU Ltd.
Caparo Investments Ltd.
Capital Development Co. Ltd.
Capital Finance Co. Ltd.
Capital Finance (Southern) Ltd.
Carette & Co. Ltd.
Celine Finance and Investment Co. Ltd.
Charterhouse Securities Ltd.
Chase Manhattan Ltd.
Chrysler Wholesale Ltd.
Circle and Piotrkow Provident & Investment Society Ltd.
City and Colonial Trust Ltd.
Commerce International Trust Ltd.
Commercial Export Credit Co. Ltd.
Commonwealth Development Finance Co. Ltd.
Constantine Holdings Ltd.
Contemporary Finance Co. Ltd.
Council for Small Industries in Rural Areas.
Crane Securities Ltd.
Credit for Industry Ltd.
C. P. Choularton Sons & Partners Ltd.
Crescent Finance Corporation Ltd.

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DHP Investment Holdings Ltd.
Development Finance International Ltd.
Dominion Charter Merchant Trust Ltd.
Dorset Somerset & Wilts Investment Society Ltd.

E. C. Genner & Co. Ltd.
Eastcheap Investments (Manchester) Ltd.
Efôum Securities Ltd.
Equipment Credit Ltd.

Faircliffe Finance Co. Ltd. (The)
Fallings Park Investment & Mortgage Co. Ltd.
Farnworth Finance Facilities Ltd.
Fenlock Investments
Finance Corporation for Industry Ltd.
Finfur Ltd.
First British American Corporation Ltd. (The)
First National Housing Trust Ltd.
Fitzalan Finance Ltd.
Ford Financial Trust Ltd.
Ford Motor Credit Co. Ltd.
Frevale Finance Ltd.

GEC Investments Ltd.
GREA Real Property Investments Ltd.
Gavel Finance Ltd.
Gee and Watson (Welfare and Benevolent) Ltd.
General Reversionary & Investment Co. Ltd.
Greyhound Equipment Finance Ltd.
Guarantee London Trust Co. Ltd.
Guardian Mortgage Co. Ltd.

Hall Securities Ltd.
Hanover Berkeley Securities Ltd.
Henderson Administration Ltd.
Highland Leasing Ltd.
Hobbart Properties Ltd.
Home and Country Properties Ltd.

Indochine Finance (UK) Ltd.
Industrial Funding Trust Ltd.
Insurance Export Finance and Services Ltd.
International Finance and Services Ltd.
Ivor Hill (Investments) Ltd.

British Labour Statistics: Historical Abstracts 1886-1968

This unique standard work of reference brings together all the main series of official statistics compiled by the Department of Employment and its predecessors since 1886, plus some for even earlier years. It contains 389 pages of tables and 50 pages of text and the subjects covered are wage rates, earnings, hours of work, retail prices, employment, unemployment, vacancies, family expenditure, industrial accidents, and disputes, membership of trade unions, labour costs and output per head. This will be a most valuable source-book for everyone concerned with the study and formulation of economic policies. **£7** (by post £7.25)

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Oxford Finance Co. Ltd. (The)

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Paribas Finance Ltd.
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Phoenix Redcliffe Ltd.
Pleasure Heating Finance & Developments Ltd.
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Southern Finance Co. Ltd.
Southsea Mortage and Investment Co. Ltd.

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Syndicate Credits (Lincolnshire) Ltd.

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Toronto Dominion Bank Investments (UK) Ltd.
Treesford Securities Ltd.

VMC Finance Ltd.

Warrington & South Lancashire Investment Corporation Ltd.
Wessex Finance Corporation Ltd.
West Central Holdings Ltd.
West End Provident & Investment Society Ltd. (The)
Westminster House & Land Investment Co. Ltd.
Wharton Street Credit Services Ltd.
Wharton Street Finance Ltd.
Whitehall Securities Corporation Ltd.
Worcestershire Housing & Savings Society (The)

Yard Securities Ltd.
Yelverton Finance & Trading Co. Ltd.
Yorkshire Bank Finance Ltd.

The following persons held certificates, valid at September 30, 1973, under Section 123 of the Companies Act, 1967, to the effect that they had satisfied the Department of Trade and Industry that they could properly be treated for the purposes of the Moneylenders Acts, 1900 to 1927 as being persons bona fide carrying on the business of banking:

African Continental Bank Ltd.
Allied Bank International
Anglo-Eastern Bank Ltd.
Astley Acceptance Ltd.
Audley Holdings Ltd.

Banco do Estado de Sao Paulo SA
Bank of Europe Ltd.
Bank Hapoalim NM
Bank of New Providence Ltd.
Bank of New South Wales Savings Bank Ltd.
Bank of Scotland Finance Co. Ltd.
Bank of Tokyo Trust Co. (The)
Barclays Bank Trust Co. Ltd.
Barnett, Christie Ltd.
Bear Securities Ltd.
Beverley Acceptances Ltd.
Bowmaker Ltd.
British Bank of Commerce Ltd.
Brook Securities & Co. Ltd.
Brown Harriman & International Banks Ltd.
Burlington Investments Ltd.
Burston Finance Ltd.

Cannon Street Acceptances Ltd.
Castle Finance Ltd.
C. E. Coates & Co. Ltd.
Cedar Holdings Ltd.
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Clydesdale Bank Finance Corporation Ltd.
Commercial Bank of Malawi Ltd.
Commercial Bank of Wales Ltd.
Commonwealth Savings Bank of Australia
Commonwealth Trading Bank of Australia
Concorde Trust Ltd.
Consolidated Credits & Discounts Ltd.
Continental Bankers Agents Ltd.
Co-operative Commercial Bank Ltd.
Copleys Bank Ltd.
Corinthian Securities Ltd.
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(continued on page 99)

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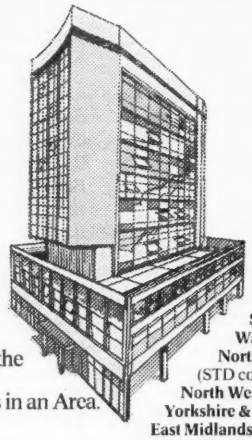

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Position in Company _____

Company _____

Nature of Business _____

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TI 11/10

THE AREAS FOR EXPANSION

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MONEYLENDERS ACTS
continued

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Dawnay Day & Co. Ltd.
Drayton Corporation Ltd.
Duboff Brothers Ltd.
Dunbar & Co. Ltd.

Eagil Trust Co. Ltd.
Edward Bates & Sons Ltd.
Erwin Brecher & Co. Ltd.
E. S. Schwab & Co. Ltd.
European Brazilian Bank Ltd.

First Chicago Ltd.
First Maryland Ltd.
First National Bank in Dallas
First National Securities Ltd.

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Greyhound Guaranty Ltd.
G. R. Dawes & Co. Ltd.
G. T. Whyte & Co. Ltd.
Gresham Trust Ltd.
Grindleys (London) Finance Co. Ltd.

Havana International Bank Ltd.
Hawtin & Partners Ltd.
Henry Ansbacher & Co. Ltd.
Heritable & General Investment Bank Ltd.
Hume Corporation Ltd.

Industrial Bank of Japan Ltd. (The)
Investitions—Und Handels—Bank A G
Italian International Bank Ltd.

Jacobs Kroll & Co. Ltd.
Janata Bank
Japan International Bank Ltd.
Julian S. Hodge & Co. Ltd.
Julius Baer International Ltd.

Knowsley & Co. Ltd.

Lloyds Associated Banking Co. Ltd.
Lloyds & Scottish Trust Ltd.
Lombard North Central Ltd.
London & County (A & D) Ltd.
London and County Investments Ltd.
London & North British Trust Ltd. (The)

Medens Trust Ltd.
Mercantile Credit Finance Ltd.
Merrill Lynch—Brown Shipley Bank Ltd.
Midland Bank Finance Corporation Ltd.
Mitsubishi Bank Ltd. (The)
Morris Wigram Rosenthal Ltd.

National Union Bank Ltd.
N. H. Woolley & Co. Ltd.
Nordic Bank Ltd.
North Carolina National Bank
Northern Commercial Trust Ltd.
Northern Trust Co. (The)

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Overseas Financial Trust Ltd.

People's Bank Ltd. (The)
Philipp Brothers & Joseph Ltd.
Pubali Bank.

Raphael, Robinson & Glyn
Red Dragon Securities Ltd.
Republic National Bank of Dallas
Republic National Bank of New York
Robert Fraser & Partners Ltd.
Rothschild Intercontinental Bank Ltd.
Royal Bank of Canada Trust Corporation Ltd. (The)
Royal Trust Company of Canada (The)

St. Margarets Finance Ltd.
Security Trust Company of Birmingham Ltd.
Slater Walker Finance Corporation Ltd.
Societe Generale (France) Bank Ltd.
Standard Bank Ltd. (Incorporated in Pakistan)
Standard Guarantee Co. Ltd.
Sterling Credit Ltd.
Sterling Industrial Securities Ltd.

Thames Guaranty Ltd.
Trade Development Bank
Trucanda Trusts Ltd.
Twentieth Century Banking Corporation Ltd.

UDT Finance Ltd.
United Dominions Trust Ltd.
United International Bank Ltd.

Vavasseur Trust Co. Ltd. (The)

Wallace Brothers Sassoon Bank Ltd.
Wells Fargo Ltd.
Western Bank Ltd.
Western Trust & Savings Ltd.
White Weld & Co. Ltd.
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The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index	1971	1970	1970	1970	1970							
£m in base year		31,404	9,223	2,129	2,087	series in £ million				series in £ million		
1968	95	97	97	87	87	439	269	85	60	−271	−648	377
1969	97	98	98	93	92	416	320	42	13	444	−143	587
1970	99	100	100	100	100	257	175	68	−38	681	12	669
1971	100	103	101	92	101	19	−218	52	21	1,051	317	734
1972	102	109	102	83	111	−412	−498	28	22	83	−685	729
1971 1st qtr	98	100	100	96	97	114	10	14	−22	130	−62	192
2nd qtr	100	102	101	94	102	−103	−113	26	7	301	118	183
3rd qtr	101	103	101	92	105	−18	67	9	15	360	181	179
4th qtr	101	105	101	88	102	—	−47	3	21	260	80	180
1972 1st qtr	100	106	103	88	105	−136	−156	15	−9	73	−119	192
2nd qtr	102	108	102	84	110	−104	−145	−12	40	126	−50	176
3rd qtr	102	109	101	81	110	−87	−125	4	−8	−105	−284	179
4th qtr	104	111	102	81	118	−85	−72	22	−1	−11	−232	221
1973 1st qtr	108	114	109	87	123	248	168	18	52	−183	−363	180
2nd qtr	107	112	102	85	108	194	85	−14	152	−198 p	−396 p	198 p
% change latest 2 quarters:												
on prev. 2 quarters	−3.7	+2.7	+4.0	+6.8	+1.3							
on a year earlier	−5.9	+5.6	−3.3	+0.8	+7.4							

	Index of Industrial production		Personal expenditure		Prices and costs					Labour			Trade§	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Index of retail prices	% increase on a year earlier	Index of wholesale prices: all manufacturing industry: basic materials and fuel used‡	Index of wholesale prices: all manufacturing industry: manufactured products: home sales‡	Basic hourly wage rates of manual workers (all industries and services)‡	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Exports	Imports
			at 1966 prices	monthly averages	Index‡					thousands		thousands	at current prices	
Base of index	1970	1970	1966		Jan 16, 1962		1970	1970	July 31, 1972				1963	1963
£m in base year			11,549	thousands						thousands		thousands	4,282	4,362
1969			102.4	82.3	131.8	5.4	95.0	93.4	71.1	531	2.3	200	165	165
1970			103.6	91.4	140.2	6.4	100.0	100.0	78.2	568	2.5	186	184	181
1971			103.8	108.5	153.4	9.4	104.6	109.0	88.5	737	3.2	129	205	195
1972			110.0	138.6	164.3	7.1	109.2	114.8	100.9	816	3.6	145	213	225
1971 2nd qtr	100.9	100.3	103.2	95	153.2	9.8	104.9	108.7	87.1	709	3.1	128	211	198
3rd qtr	100.6	99.4	104.4	116	155.3	10.1	105.6	110.3	89.4	772	3.4	119	214	194
4th qtr	100.4	99.0	106.9	132	157.3	9.2	104.8	110.8	92.1	832	3.7	118	210	200
1972 1st qtr	98.0	98.4	106.3	124	159.7	8.0	105.6	112.1	95.7	870	3.8	124	204	211
2nd qtr	102.7	101.3	108.5	147	162.7	6.2	106.1	113.5	97.7	835	3.7	135	216	216
3rd qtr	102.4	101.6	111.8	139	165.4	6.5	109.4	115.6	102.2	809	3.6	146	192	215
4th qtr	105.7	105.3	113.7	144	169.4	7.7	115.6	118.0	107.8	754	3.3	176	242	253
1973 1st qtr	109.8	109.8	117.1	150	172.4	8.0	126.0	119.5	108.8	665	2.9	229	246	275
2nd qtr	110.3	110.4	112.4	134	177.9	9.3	133.0 p	120.1 p	112.6	602	2.6	292	263	294
Nov	105.7	105.5	113.0	148	169.3	7.6	115.3	118.3	108.2	756	3.3	177	239	261
Dec	106.1	105.8	115.2	139	170.2	7.7	118.7	118.5	108.4	727	3.2	188	235	255
1973 Jan	107.9	106.9	114.2	147	171.3	7.7	122.7	119.0	108.4	703	3.1	201	243	261
Feb	110.3	110.7	117.1	153	172.4	7.9	126.0	119.6	108.9	660	2.9	238	252	269
Mar	111.2	111.8	119.4	149	173.4	8.2	129.4	120.0	109.5	630	2.8	254	243	295
Apr	109.7	109.5	111.1	137	176.7	9.2	130.5	118.8•	112.3	617	2.7	275	267	274
May	110.1	109.4	110.7	132	178.0	9.5	132.4	120.1	113.2	599	2.6	296	252	306
June	111.0	112.2	114.8	133	178.9	9.3	137.2	121.3	115.6	590	2.6	307	271	303
July	111.1	111.4	115.9	145	179.7	9.4	144.4	122.7	115.9	578	2.5	325	275	314
Aug			116.0	151	180.2	8.9	150.1	123.9	119.5	565	2.5	327	284	332
Sept										545 p	2.4 p	345 p		
% change latest 3 months:														
on prev. 3 months	+0.3	+0.3	+1.6	+3.0	+2.0		+10.0	+2.5	+4.7	−6.5		+13.8	+9.2	+8.4
on a year earlier	..	..	+3.8	−0.3	+9.2		+35.5	+6.8	+15.8	−30.4		+127.8	+44.6	+58.9

(‡) Not seasonally adjusted. (§) On a balance of payments basis. • After April, affected by changes due to VAT.

Trends in invisible transactions

THE net surplus on invisibles fell slightly between 1971 and 1972 but has risen again during the first half of 1973 compared with the same period of 1972, despite the commencement this year of United Kingdom contributions to the European Communities' Budget. In 1972 the net surplus is estimated at £768 million, compared with £776 million in 1971 and £701 million in 1970. These figures, which incorporate some revisions to previous estimates, were given in the 1973 Balance of Payments 'Pink Book' published early in September.

Private and public corporations' services showed a substantially higher net surplus in 1972 than in 1971, with improvements in all sectors other than travel, and there was a reduction in official transfers from the United Kingdom. Offsetting these the net surplus on interest, profits and dividends was reduced, falls in the net surplus on the miscellaneous, which includes oil, and portfolio components exceeding the increased net surplus from direct investment, and the net deficits on private transfers and government services increased.

During the first half of 1973 the net surplus on private and public corporations' services has continued to rise, the improvement in the net surplus on other services (including insurance and other financial services) more than offsetting the deterioration in other accounts. The rise in the net surplus on interest, profits and dividends first noted in the fourth quarter of 1972 and associated with increased sterling earnings from overseas investments following the devaluation of sterling, has continued in the first half of 1973. The net deficit on private transfers has continued to grow and that on government services and transfers has risen sharply, due, in part, to the contributions to the European Communities' Budget mentioned above. Although the total net surpluses on invisibles in the first and second quarter of 1973 were below that in the fourth quarter of 1972, the total net surplus in the first half of 1973, at £378 million, was £10 million higher than that in the first half of 1972.

Sea transport

There was only a small improvement in the net position on the sea transport account in 1972. It is estimated that there was a deficit of £54 million compared with £59 million in 1971 and £75 million in 1970, the highest deficit recorded in recent years. The 1972, and 1971, figures are mainly based on the results of the Invisible Exports Inquiries carried out by the United Kingdom Chamber of Shipping among a sample of companies. The last comprehensive quadrennial inquiry was for 1970. Revisions have been made to the 1971 figures, mainly to debits, which have markedly reduced the improvement in the net position between 1970 and 1971.

When the net contributions of ships owned by UK operators, overseas-owned ships chartered by them and ships operated by overseas owners are separated, it is seen that UK ships earned £441 million in 1972, a slight fall on the 1971 figure. This was due to the substantial fall in tanker earnings reflecting the low rates and conditions of under employment prevailing during much of 1972. In addition, the UK fleet of tankers grew very little during the year, following four years of rapid expansion. Dry cargo vessels, on the other hand, improved their net contribution considerably following further increases in liner freight rates and the continued build-up in the container and bulk carrier fleets, despite greater disbursements abroad. The effective devaluation of sterling following the floating of the pound in June increased both credits and debits in 1972. Liner and charter rates are widely quoted in dollars.

The improvement in the net earnings of overseas-owned ships on charter to UK operators outweighed the deterioration in the net earnings of ships owned by UK operators and ships operated by overseas owners. The principal factor accounting for this improvement was the reduction in charter payments for tankers which exceeded the fall in earnings. This reflected lower rates since the tonnage chartered went up.

Market rates rose strongly during the first half of this year. Liner rates continue to be affected by currency changes necessitating currency adjustment factors which have generally maintained or increased freight rates in terms of sterling. The net sea transport balance worsened in the second quarter of 1973 following increased charter payments for tankers.

SYMBOLS USED IN ALL STATISTICAL TABLES

.. not available
— nil or less than half the final digit shown
p provisional
r revised
* five week period
ø fifty-three week period

SEA TRANSPORT

£ million

		Credits	Debits	Balance
Ships owned by UK operators	1969	574	273	301
	1970	712	310	402
	1971	849	396	453
	1972	894	453	441
Overseas-owned ships on charter to UK operators	1969	341	497	−156
	1970	500	747	−247
	1971	589	863	−274
	1972	569	823	−254
Ships operated by overseas owners	1969	136	312	−176
	1970	149	379	−230
	1971	171	409	−238
	1972	182	423	−241
Total	1969	1,051	1,082	− 31
	1970	1,361	1,436	− 75
	1971	1,609	1,668	− 59
	1972	1,645	1,699	− 54

Civil aviation

The net surplus on the civil aviation balance in 1972, at £64 million, showed a very sharp improvement of over 40 per cent on the net surplus in 1971. Results for the first half of this year were £5 million down on those for the same period of 1972.

The most striking factor in 1972 was the increase in the United Kingdom airlines' earnings in foreign currency, which rose from £256 million in 1971 to £304 million in 1972. Four-fifths of this revenue came from the carriage of overseas residents, who paid £241 million in fares to UK airlines in 1972, 20 per cent more than in 1971. In a year when the increase in the number of passengers travelling to and from the UK by air on scheduled services, which are the main source of overseas revenue, was only 12 per cent, this result reflected not only an extremely buoyant long-haul market but also the success of BOAC in improving their competitive position on the important North American routes. Receipts were also boosted by the recovery in the air-cargo market, which throughout 1970 and most of 1971 had shown little signs of growth. The £40 million earned from freight on exports was £8 million better than in 1971, an increase of 25 per cent.

Expenditure overseas by UK airlines increased by 13 per cent between 1971 and 1972, a much lower average growth than in previous years, due in part to lower than average growth in charter services which, because the traffic originates in the UK, incurs costs overseas without very much compensating benefit from over-

(continued on next page)

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seas earnings. The resulting net balance for UK airlines was over one-quarter higher than in 1971.

The growth in payments made to overseas airlines by UK residents, 11 per cent in 1972, was lower than the average for recent years. Overseas airlines were, however, able to restrict their growth of expenditure in the UK to 8 per cent, compared with an average growth of 20 per cent in recent years, and their net balance improved in 1972.

The gain of £8 million by overseas airlines by no means matched the £27 million gained by UK airlines and the net civil aviation balance improved by £19 million over 1971.

CIVIL AVIATION

£ million

	1969	1970	1971	1972
UK airlines' earnings overseas	218	234	256	304
UK airlines' expenditure overseas	124	146	162	183
UK airlines' net balance	+94	+88	+94	+121
Overseas airlines' earnings in the UK	122	133	147	163
Overseas airlines' expenditure in the UK	69	82	98	106
Overseas airlines' net balance	−53	−51	−49	− 57
Total balance	+41	+37	+45	+ 64

Travel

The net surplus on the travel account was reduced in 1972 to £22 million compared with £52 million in 1971. Earnings from overseas visitors increased by nearly 13 per cent to £551 million, more as a result of larger average expenditure than any great increase in numbers. The expenditure of British residents travelling abroad rose by over 20 per cent. There was a large percentage increase in the numbers going abroad and a smaller, but still appreciable, percentage increase in the average amount spent.

In the first half of 1973 debits have continued to rise faster than credits resulting in a reduced net surplus of £4 million compared with £13 million in the corresponding period of 1972.

Other services

The category 'Other services' includes a wide-ranging group of items including financial and technical services, commissions, royalties, etc.

Credits rose by 14 per cent between 1971 and 1972, a faster rate of growth than between 1970 and 1971. The rise in debits of 12 per cent was also higher than in earlier years but the net surplus of credits over debits rose by 16 per cent to £903 million. The rise in credits continued into 1973 with a rise of about 18 per cent between the first half of 1973 and the first half of 1972, and although debits increased by a slightly greater percentage between the same two periods, the net surplus has continued to rise. A full analysis of the components of 'Other services' is given in Table 17 of the 1973 Balance of Payments 'Pink Book'.

The most buoyant sectors within 'Other services' have been the earnings on financial services, especially insurance, and earnings on the provision of technical services abroad.

Details of the four main classes of financial and allied services are shown in the accompanying table:

£ million

	1969	1970	1971	1972
Insurance	166	230	276	300
Banking	41	48	59	77
Merchanting	34	36	36	32
Brokerage, etc	60	79	50	59
Total:	301	393	421	468

The rise in banking earnings in 1972 was spread over all services offered to overseas customers, and the improvement in brokerage earnings was due in part to a recovery of earnings on the Baltic Exchange after the fall in such earnings between 1970 and 1971. Insurance earnings continued to rise but the rate of growth has been slowing down as premium rates, particularly in North America, have become more competitive. The insurance figures in 'Other services' only cover business written in the United Kingdom and do not cover all the overseas earnings of insurers, part of which (the earnings of overseas branches and subsidiaries of UK insurance companies and receipts of interest and dividends by the Corporation of Lloyds and by companies on holdings of foreign securities) appear under 'interest, profits and dividends'. This situation is also true of the overseas earnings of banks and in Annex 5 of the 1973 Balance of Payments Pink Book the total overseas earnings of financial institutions are brought together. The aggregated figures for insurance are shown below.

NET OVERSEAS INCOME OF UK INSURANCE

£ million

	1969	1970	1971	1972
Companies	111	111	137	160
Lloyds	105	156	188	206
Brokers	42	50	55	58
Total:	258	317	380	424

The slowing down in growth of insurance earnings was common to all insurers in 1972, but total overseas earnings still rose by over 11 per cent to £424 million. Provisional estimates show that the trend of insurance earnings to grow less rapidly has continued in the first half of 1973.

Earnings on construction work abroad, which includes the earnings of consulting engineers, architects and quantity surveyors engaged on projects abroad, and the net earnings of UK contractors on projects managed directly from the UK, are estimated to have risen by nearly 15 per cent between 1971 and 1972, a slightly slower rate of growth to that achieved between 1970 and 1971.

Most other categories within 'Other services' showed increases in both credits and debits, the most notable rise being in earnings from commissions on imports which rose by over 20 per cent to £201 million, due in part to higher commission rates as well as to the rise in imports.

Interest, profits and dividends

There was a reduction in the net surplus on interest, profits and dividends in 1972, following a period of little change between 1969 and 1971.

Earnings on direct investments abroad (excluding oil) are estimated to have risen by over 17 per cent between 1971 and 1972, following a modest rise between 1970 and 1971. The rapid growth in earnings reflected the quickening pace of economic activity in some areas in which UK direct investments are important, and, by the end of the year, the figures of earnings reported by UK companies were affected by the changes in exchange rates which increased the sterling equivalent of foreign currency earnings. This growth in earnings has quickened in the first half of 1973 and earnings in this period were nearly 40 per cent higher than in the first half of 1972.

Earnings on foreign direct investment in the UK (excluding oil and insurance) rose by 28 per cent between 1971 and 1972, a much higher rate of growth than that of total company profits in the UK, due to the markedly better profit experience of some sectors of industry (eg motor vehicles) in which foreign-owned companies are strongly represented. Earnings have continued to rise rapidly during 1973 and were also some 40 per cent higher in the first half of 1973 than in the corresponding period of 1972.

Income from overseas portfolio investments were unchanged in 1972 but payments on foreign portfolio investment in the UK rose by nearly 15 per cent as higher interest rates led to rises in portfolio investment payments abroad.

Credits on other investments (which include the earnings of oil companies, receipts of interest on inter-governmental loans, trade credit, etc.) fell slightly between 1971 and 1972, the drop in oil company earnings more than off-setting increased earnings in other areas. During the first half of 1973, however, these earnings recovered sharply and were over a quarter higher than in the first half of 1972.

Debits on other investment rose by about 11 per cent between 1971 and 1972 mainly due to higher payments of interest on sterling liabilities abroad. During the first half of 1973 these debits continued to rise and were also a quarter higher than in the corresponding period of 1972.

Analysing interest, profits and dividends between private and public sector transactions, as in the footnote to the accompanying table, it can be seen that the public sector deficit was again sharply reduced in 1972 following the reduction in previous years. At the same time the private sector surplus has been falling and the fall in 1972 more than offset the reduced deficit on the public sector.

INVISIBLES

	1969	1970	1971	1972	1972†				1973†	
					1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.
CREDITS										
Private § services:										
Sea transport:										
Freight and fares	854	1,107	1,331	1,305						
Charter receipts	61	105	107	158						
Disbursement of overseas shipping	136	149	171	182						
Total	1,051	1,361	1,609	1,645	399	406	413	427	455	487
Civil aviation:										
Fares, freight, etc.	218	234	256	304						
Disbursements of overseas airlines	69	82	98	106						
Total	287	316	354	410	97	101	105	107	106	120
Travel:	359	432	489	551	140	135	134	142	152	160
Other services:										
Financial and allied	301	393	421	468						
Films and television	43	28	40	45						
Royalties, etc.	117	142	147	} 1,003						
Miscellaneous	581	639	717							
Total	1,042	1,202	1,325	1,516	368	361	386	401	428	433
Total private § services	2,739	3,311	3,777	4,122	1,006	1,003	1,038	1,077	1,141	1,200
Interest, profits and dividends‡:										
Direct investment	650	684	693	814	194	201	192	227	273	275
Portfolio investment	161	171	166	166	37	42	40	47	40	53
Oil and other	527	533	612	605	146	141	156	162	182	186
Total	1,338	1,388	1,471	1,585	377	384	388	436	495	514
Transfers:										
Private	181	192	202	211	52	52	53	54	55	55
Government	—	—	—	—	—	—	—	—	22	22
Government services	48	51	59	75	18	16	20	21	15	21
Total credits	4,306	4,942	5,509	5,993	1,451	1,455	1,499	1,588	1,728	1,812
DEBITS:										
Private § services:										
Sea transport:										
Freight and fares	312	379	409	423						
Charter payments	399	643	743	689						
Disbursements abroad	371	414	516	587						
Total	1,082	1,436	1,668	1,699	409	421	428	441	468	511
Civil aviation:										
Freight, fares, etc.	122	133	147	163						
Disbursements abroad	124	146	162	183						
Total	246	279	309	346	83	83	87	93	97	102
	324	382	437	524	132	130	131	136	150	158
Travel:										
Other services:										
Films and television	28	17	21	23						
Royalties, etc.	105	118	123	} 590						
Miscellaneous	349	373	403							
Total	482	508	547	613	149	147	156	161	166	185
Total private § services	2,134	2,605	2,961	3,187	773	781	802	831	881	956
Interest, profits and dividends‡:										
Direct investment	308	345	374	479	108	123	120	128	172	152
Portfolio investment	100	113	137	157	40	39	41	37	43	42
Oil and other	431	415	444	493	119	116	124	134	144	150
Total	839	873	955	1,129	267	278	285	299	359	344
Transfers:										
Private	230	226	232	286	65	69	74	78	82	86
Government	177	172	200	189	49	49	48	43	102	103
Government services	338	365	385	434	105	102	111	116	124	125
Total debits	3,718	4,241	4,733	5,225	1,259	1,279	1,320	1,367	1,548	1,614
NET BALANCES:										
Private services	+605	+706	+816	+935	+231	+222	+236	+246	+260	+244
Interest, profits and dividends‡	+419	+515	+516	+456	+110	+106	+103	+137	+136	+170
Private transfers	− 49	− 34	− 30	− 75	− 13	− 17	− 21	− 24	− 27	− 31
Government transfer payments	−177	−172	−200	−189	− 49	− 49	− 48	− 43	−109	−104
Government services	−290	−314	−326	−359	− 87	− 86	− 91	− 95	− 80	− 81
Net invisible balance	+588	+701	+776	+768	+192	+176	+179	+221	+180	+198
‡ An alternative breakdown is:	1969	1970	1971	1972	1972†				1973†	
					1st qtr.	2nd qtr.	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.
Credits:										
Private sector	1,299	1,323	1,371	1,418	333	341	345	399	453	485
Public sector	39	65	100	167	44	43	43	37	42	29
Debits:										
Private sector	466	546	656	815	191	202	206	216	268	265
Public sector	373	327	299	314	76	76	79	83	91	79
Net balance:										
Private sector	+833	+777	+715	+603	+142	+139	+139	+183	+185	+220
Public sector	−334	−262	−199	−147	− 32	− 33	− 36	− 46	− 49	− 50

† Seasonally adjusted. § Including Public Corporations.

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UNITED KINGDOM OVERSEAS TRADE

Unit value and volume index numbers for August

THE export unit value index on a balance of payments basis rose by about 2 per cent in August, and in the three months ending August rose by 3½ per cent over the previous three months. The import unit value index in August was nearly 4 per cent higher than in the previous month, and for the three months ending August 1973 it was about 7½ per cent higher than in the previous three months.

The terms of trade index fell almost 2 points in August.

Commodity groups

Within the 3½ per cent rise in the total export unit value index for the three months ending August, 1973, there were rises of 5 per cent for non-manufactures and 3 per cent for manufactures. In the latter group the unit value index for textiles rose by almost 7 per cent while that for metals rose by 4 per cent; there were below average increases for chemicals and for machinery and transport equipment.

The movement in the total import unit value index included a rise of over 9½ per cent in the index for food, drink and tobacco and of 7½ per cent in the index for manufactures, between the three months ending in May and in August. The index for basic materials rose by only 6½ per cent over this period.

TABLE 1. IMPORT AND EXPORT UNIT VALUE AND VOLUME INDEX NUMBERS ON A BALANCE OF PAYMENTS BASIS 1961 = 100

	Unit value Index Numbers (Unadjusted)			Volume Index Numbers (Seasonally adjusted)	
	Imports	Exports	Terms of Trade†	Imports	Exports
1963	78.8	76.1	96.6	69.5	70.6
1964	81.1	77.3	95.2	77.5	72.8
1965	81.3	79.3	97.6	77.5	76.6
1966	82.6	82.2	99.6	79.2	79.7
1967	82.8	83.4	100.8	85.7	78.8
1968	92.7	90.0	97.1	94.2	88.5
1969	95.6	93.0	97.3	94.5	96.8
1970	100.0	100.0	100.0	100.0	100.0
1971	104.1	105.6	101.4	104.3	106.8
1972	109.2	111.0	101.7	116.9	106.8
1970 1st quarter	99.6	99.0	99.4	95.5	100.3
2nd quarter	100.4	100.1	99.7	101.6	99.4
3rd quarter	100.2	102.1	101.9	98.4	94.7
4th quarter	100.1	102.4	102.3	104.4	105.6
1971 1st quarter	101.6	104.2	102.6	103.6	98.4
2nd quarter	104.8	105.4	100.6	105.4	109.1
3rd quatter	105.7	107.5	101.7	102.7	113.9
4th quarter	105.1	109.2	103.9	105.6	105.7
1972 1st quarter	107.1	110.4	103.1	112.0	105.1
2nd quarter	107.1	110.9	103.5	115.1	109.6
3rd quarter	110.7•	114.2	103.2	111.2	94.7
4th quarter	115.9	115.2	99.4	129.0	117.9
1973 1st quarter	122.6	118.8	96.9	131.0	116.6
2nd quarter	131.8	123.0	93.3	130.4	120.1
1973 January	119.7	118.1	98.7	127.8	117.5
February	122.4	118.4	96.7	127.5	117.6
March	125.8	119.8	95.2	137.6	114.8
April	129.1	122.0	94.5	122.5	123.2
May	132.0	123.1	93.3	136.5	115.2
June	134.4	124.0	92.3	132.1	121.7
July p	138.5	125.7	90.8	133.1	122.1
August p	143.7	127.9	89.0	135.9	123.2
Average of 3 months ending					
May 1973	129.0	121.6	94.3	132.2	117.7
August 1973	138.9	125.9	90.7	133.7	122.3

Note: Figures are shown to one decimal place to assist users, but small month to month movements may have little significance.

† Export Unit Value Index as a percentage of the Import Unit Value index.

p Provisional estimates. • Affected by the dock strike.

Change of base year

From this month a new series of import and export unit value and volume index numbers with 1970 = 100 supersedes the series with 1961 = 100. This new series has been used for the revaluation at constant prices of the export and import of goods, published in September in the 'Blue Book' on *National Income and Expenditure* 1973, which introduced 1970 generally as the basis for estimates of expenditure and output at constant prices.

This article introduces the rebased series and examines briefly some of the problems associated with the change of the base year. Figures for 1973 have not yet been fully rebased; a revised series for this year will be issued early in 1974, and at that time a detailed explanatory article will be published describing the new series and its compilation in full, including comparisons of the 1961 and 1970 based series.*

The series was last rebased in 1963 on 1961 = 100 and a full account of that rebasing was given in *Economic Trends* No. 119, September 1963. With one exception, described below, the general basis and methods underlying the new index numbers have been used again. However, over the past 10 years there have been considerable changes in the pattern of United Kingdom imports and exports, and various improvements in the rebased series ensure that the unit value and volume indices reflect such changes. First, the weights used in aggregating the series have been up-dated from 1961 to 1970. Secondly, the number of trade headings which form the sample of individual commodities used in the calculation of the index numbers has been considerably expanded, to improve the overall coverage. Over 1,000 trade headings have been used in the 1970 series, covering 75 per cent and 65 per cent of the value of imports and exports respectively. (It is not possible to use every trade heading because, inter alia, the mixture of the commodity content within some headings means that over time the unit values and quantity measures may not be comparable.) Thirdly, as before the index numbers have been calculated using the Laspeyre formula, ie the index is base weighted, but an improvement has been made in the method used in calculating the volume index numbers, for deflating the headings which have not been sampled. In the 1961 series, the non-sampled headings were deflated in the different groupings by the Laspeyre unit value index which had calculated for each particular group; the effect of this was to yield a current weighted volume index for the non-sampled headings, in contrast to the base weighted index for the sampled headings. In the 1970 series a Paasche current weighted index has been used to deflate the non-sampled headings so that the volume index numbers are effectively base weighted throughout. Finally, in a change of

* In the meantime further particulars about the series and the methodology used can be obtained from Economics and Statistics 5 of the Department of Trade and Industry (Tel: 01-222 7877, ext. 3445).

TABLE 2. IMPORT AND EXPORT UNIT VALUE INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1970 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1963	78.9	84	78	99	73	76.7	89	75	79	81	66	75	76
1964	80.9	87	83	97	75	77.8	90	76	80	84	69	76	76
1965	81.0	85	83	92	77	80.0	89	79	83	86	73	78	79
1966	82.0	86	83	86	79	82.9	91	82	84	87	77	81	82
1967	82.9	87	80	94	80	84.2	88	83	84	88	78	84	84
1968	92.7	90	88	109	92	90.8	93	90	90	91	85	91	92
1969	95.5	94	94	102	95	93.7	98	93	93	96	90	93	95
1971	104.6	107	102	122	101	105.6	107	105	102	102	99	110	102
1972	108.7	114	106	123	104	111.1	114	111	104	104	100	118	107
1970 1st quarter	99.6	98	99	97	101	98.9	99	99	99	100	99	99	98
2nd quarter	100.8	101	101	98	101	100.0	99	100	99	101	102	100	100
3rd quarter	100.8	101	100	100	101	102.0	102	102	102	101	102	103	101
4th quarter	100.6	102	100	104	99	102.3	103	102	101	101	100	104	102
1971 1st quarter	102.8	103	101	114	101	104.1	105	104	101	101	99	107	102
2nd quarter	106.0	107	103	123	103	105.3	106	105	102	103	100	109	101
3rd quarter	106.5	109	102	127	103	107.4	109	107	104	102	99	113	102
4th quarter	105.6	107	102	124	102	109.1	109	109	105	103	99	116	103
1972 1st quarter	106.6	112	101	120	103	110.3	110	110	105	102	98	118	106
2nd quarter	107.4	112	104	120	104	110.8	112	111	104	104	100	119	104
3rd quarter*	110.8					114.1							
4th quarter	115.8	122	115	127	111	115.1	118	115	107	107	103	122	113
1973 1st quarter	122.2	133	128	136	113	118.7	127	118	111	111	107	124	116
2nd quarter	132.2	145	142	144	121	122.9	137	121	114	120	111	126	119
1973 January	119.1	128	123	132	112	118.0	125	117	111	110	105	124	115
February	121.9	134	127	138	112	118.3	124	118	111	113	106	123	117
March	125.7	136	133	140	116	119.7	133	118	111	111	108	124	117
April	129.5	140	138	139	121	121.9	134	120	114	117	111	126	117
May	132.3	147	144	145	120	123.0	138	121	116	122	111	126	119
June	134.7	149	145	147	123	123.9	140	122	112	121	111	127	122
July	138.9	153	147	149	128	125.6	140	124	116	126	114	128	123
August	144.8	161	150	164	133	127.8	146	125	119	127	118	130	124

* Affected by the dock strike.

(*continued on next page*)

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TABLE 3. IMPORT AND EXPORT VOLUME INDEX NUMBERS (UNADJUSTED) (OVERSEAS TRADE STATISTICS BASIS) 1970 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1963	69.3	99	90	59	52	69.7	76	69	58	76	76	72	60
1964	77.2	101	97	63	63	71.8	72	72	65	80	77	73	67
1965	77.6	99	97	69	64	75.6	75	76	67	79	83	78	71
1966	79.1	98	92	76	68	78.3	78	78	72	74	81	82	74
1967	85.0	101	92	82	76	78.0	85	77	76	71	83	77	75
1968	93.9	104	100	87	89	88.0	90	88	86	83	92	88	87
1969	95.4	100	98	93	94	97.6	92	99	95	92	97	100	103
1971	104.8	100	91	109	110	109.0	104	110	110	106	107	108	119
1972	116.1	102	93	109	131	111.4	110	112	118	111	108	106	128
1970 1st quarter	95.9	101	93	99	93	98.3	93	99	95	98	98	100	102
2nd quarter	104.7	102	105	100	107	102.9	98	104	106	101	108	105	99
3rd quarter	95.3	95	97	100	95	89.7	90	90	92	91	88	88	93
4th quarter	106.3	105	108	105	106	108.6	116	107	108	111	106	107	108
1971 1st quarter	106.3	106	93	121	107	97.3	89	100	99	95	97	101	100
2nd quarter	106.3	105	90	115	110	114.0	107	116	117	109	111	116	119
3rd quarter	101.2	94	95	98	107	108.8	110	109	111	102	102	103	128
4th quarter	109.0	101	91	109	117	115.5	111	117	115	117	118	110	134
1972 1st quarter	115.5	105	90	122	126	107.6	103	109	113	106	103	104	122
2nd quarter	116.8	105	94	111	130	117.4	112	119	130	116	115	112	134
3rd quarter *	106.2					92.4							
4th quarter	126.8	108	104	108	147	126.6	134	126	131	129	126	120	138
1973 1st quarter	135.9	112	106	114	160	121.5	116	124	133	126	120	114	143
2nd quarter	133.5	103	104	116	160	128.1	121	131	144	135	123	120	153
1973 January	144.0	130	114	123	163	125.2	120	127	136	127	126	120	141
February	118.4	89	95	102	142	115.6	106	118	123	117	112	109	139
March	145.3	117	109	116	175	123.5	121	126	141	133	124	113	149
April	118.9	96	97	104	140	123.8	116	127	133	119	115	111	170
May	146.2	111	112	121	178	130.2	127	132	151	142	128	126	133
June	135.5	103	104	122	163	130.3	120	134	149	143	127	122	155
July	134.0	98	104	106	166	130.1	129	132	138	133	121	122	159
August	132.7	95	112	135	155	123.1	131	123	140	120	106	109	159

* Affected by the dock strike.

presentation which it is hoped will assist users, figures in Table 1 have been shown to one decimal place; however, small month to month movements may have little significance.

All the above changes have contributed to the differences in the index numbers between the two series over the period 1970/72. The effect is more marked in the case of exports, where the coverage of the total value of the sample headings used in the calculation of the 1961 based series had fallen to only about 55 per cent in recent years.

	Percentage increase 1970 to 1972 on a balance of payments basis	
	1961 base	1970 base
Total imports		
Unit value index	9	9
Volume index	15	17
Total exports		
Unit value index	15	11
Volume index	2	7

There is little difference between the old series and the new before 1970 (and after 1972). For purposes of a back-run on a 1970 base the figures calculated on the base year 1961 have been linked to the 1970 series, using 1970 weights; this linking has been carried out at the level of individual divisions or groups of divisions. It was not possible to attempt a full rebasing for years before 1970, largely because of the major changes in the detailed headings in the United Kingdom trade classification which were made in January 1970. The index numbers for 1973 shown in the tables are provisional since, as indicated above, they have not yet been fully re-calculated on the new basis.

For the present, month to month movements from December 1972, which have been calculated on the base year 1961, have been linked to the new 1970 based series at December 1972, without detailed re-calculation of all individual headings; but linking has been carried out separately in the different groups shown in the tables and in one or two cases in slightly more detail.

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TABLE 4. IMPORT AND EXPORT VOLUME INDEX NUMBERS (SEASONALLY ADJUSTED) (OVERSEAS TRADE STATISTICS BASIS)

1970 = 100

	Imports					Exports							
	Total	Food, beverages and tobacco	Basic materials	Fuels	Manufactured goods	Total	Non-manufactures	Manufactured goods					
								Total	Chemicals	Textiles	Metals	Machinery and transport eqpt.	Other
Section or Division		0 and 1	2 and 4	3	5 to 8		0 to 4	5 to 8	5	65	67 to 69	7	
Weights	1,000	227	151	105	506	1,000	123	844	97	49	119	410	169
1970 1st quarter	95.9	100	98	99	93	100.2	100	101	98	101	102	100	105
2nd quarter	101.3	99	104	98	102	99.5	98	100	100	98	104	100	97
3rd quarter	97.9	98	93	96	98	94.8	95	94	95	96	93	95	92
4th quarter	104.9	103	104	108	107	105.5	106	105	108	105	101	105	106
1971 1st quarter	103.8	102	96	113	105	99.8	96	101	102	99	101	102	101
2nd quarter	104.6	103	91	111	107	111.7	108	113	112	109	108	113	120
3rd quarter	103.8	97	91	105	111	113.4	114	113	113	107	107	111	125
4th quarter	107.1	97	86	109	118	111.3	100	114	115	110	112	108	130
1972 1st quarter	112.8	101	93	114	123	109.4	109	110	115	108	106	104	123
2nd quarter	113.9	103	94	107	124	113.7	111	115	122	114	111	107	135
3rd quarter *	110.9					99.7							
4th quarter	126.8	107	101	108	150	122.7	121	124	132	122	121	118	136
1973 1st quarter	131.2	106	105	107	156	122.6	123	124	136	128	123	113	141
2nd quarter	131.5	104	107	113	155	126.3	123	128	138	134	121	114	159
1973 January	130.3	114	100	106	153	123.0	122	125	136	127	127	116	136
February	127.5	97	103	106	153	123.6	120	125	133	126	120	116	145
March	135.8	108	111	107	162	121.2	127	122	139	131	122	108	142
April	124.4	102	104	106	145	130.1	125	132	136	128	121	118	173
May	136.6	108	111	113	162	121.0	123	122	135	129	115	109	147
June	133.5	103	105	121	159	127.8	120	130	144	143	126	116	156
July	131.5	99	103	114	159	126.2	127	128	135	136	117	116	157
August	139.5	102	103	140	167	127.3	137	127	144	128	114	117	148

* Affected by the dock strike.

Industry's investment intentions for 1973 and 1974

Manufacturing industry

THE forecasts given by manufacturing industry in the investment intentions survey carried out in August-September indicate somewhat higher levels of expenditure in both 1973 and 1974 than suggested by earlier surveys.

The previous survey in April/May pointed to an increase in real terms of about 5 per cent between 1972 and 1973: the latest survey indicates an outcome of 6 per cent. Between 1973 and 1974, a strong increase of the order of 15 per cent is expected. This is necessarily rather tentative at this stage as the historical records of the difference between the sum of intended expenditures as expressed by manufacturers and the eventual out-turn show greater variability for the August/September inquiry (for the following year) than in the later surveys.

Capital expenditure by manufacturing industry in the first half of 1973 has been 7 per cent above the very low second half of 1972, and the expectations for 1973 imply a further rise of 5 per cent between the first and second halves of the year.

Distributive and service industries (excluding shipping)

On the basis of the previous intentions inquiry in April/May 1973 (which provided a broad qualitative indication of changes in intentions since the inquiry of November/December 1972), it was expected that the volume of investment by the distributive and service industries (excluding shipping) would increase by 6 per cent or so in 1973. The results of the latest inquiry broadly confirm this expectation, but the increase now appears likely to be slightly smaller and closer to 4 per cent. A further, but more modest increase in 1974 is again indicated by the latest inquiry.

Shipping industry

As mentioned in the last article in this series (*Trade and Industry*, June 14, page 517), the intentions inquiry for the shipping industry has been discontinued (as the results were particularly difficult to interpret).

Manufacturing industry

The figures of aggregated intentions used in assessing manufacturing industry's investment prospects are based on voluntary contributions from a sample of companies. The August/September survey was the third main inquiry for 1973 and the first for 1974. The interpretation of the intentions data in making a forecast is not straightforward, as contributors' estimates vary around the actual out-turn for the year. The forecasts made in the above article are based on an analysis of the relationships between past expectations and actual capital expenditure.

The figures of aggregated intentions have been revised to correspond with the revised series of actual expenditure figures first published in this journal on September 6, 1973; the new series from 1961 to date is given below:

AGGREGATED INVESTMENT INTENTIONS—MANUFACTURING INDUSTRY

£ millio

	Main inquiry			Actual capital expenditure at current prices
	1st	2nd	3rd	
1961	1,260	1,368	1,391	1,248
1962	1,261	1,344	1,316	1,182
1963	1,084	1,219	1,188	1,088
1964	1,110	1,293	1,367	1,232
1965	1,423	1,651	1,553	1,423
1966	1,581	1,691	1,636	1,517
1967	1,586	1,567	1,628	1,485
1968	1,577	1,770	1,734	1,593 (a)
1969	1,957	2,115	2,112	1,868 (a)
1970	2,306	2,520	2,225	2,129
1971	2,354	2,437	2,353	2,161
1972	2,378	2,423	2,275	2,092
1973	2,383	2,569	2,630	—
1974	3,203	—	—	—

(a) After allowing for expenditure estimated at £46 million at current prices brough forward into 1968 from 1969 to secure the higher rate of investment grant.

United Kingdom official reserves in September

THE UK official reserves fell by $134 million during September to stand at $6,382 million at the end of the month. Accruals of foreign currency borrowing by the public sector totalled $329 million.

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Turnover of the catering trades in August

THE total turnover of the catering trades in the period June to August was 3 per cent more than in the preceding three months, at current prices and after allowing for normal seasonal movements. The upward trend is similar to that shown during the early part of the year.

Recent percentage increases compared with a year earlier (not seasonally adjusted) for the main kinds of business are as follows:

		All caterers	Licensed hotels and holiday camps	Restaurants cafes and fish and chip shops	Public houses	Canteens
1973	2nd quarter	14	14	14	14	11
	July	12	16	13	9	9
	August	13	17	11	13	13

VALUE OF CATERING TRADES TURNOVER
Seasonally adjusted
1969 = 100

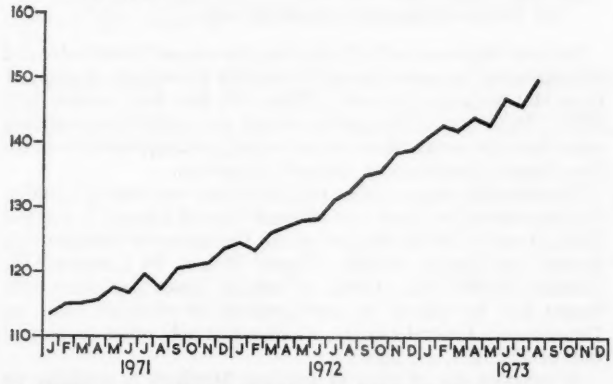

TABLE 1. TURNOVER OF ALL CATERERS SEASONALLY ADJUSTED

Index numbers of turnover per week (†) 1969 = 100

		Value at current prices (Turnover in 1969—£2,533 million)
1969		100
1970		108
1971		118
1972		131
1970	1st quarter	105
	2nd quarter	108
	3rd quarter	109
	4th quarter	111
1971	1st quarter	115
	2nd quarter	117
	3rd quarter	119
	4th quarter	122
1972	1st quarter	125
	2nd quarter	128
	3rd quarter	133
	4th quarter	138
1973	1st quarter	142
	2nd quarter	145
1973	January	141
	February	143
	March*	142
	April	144
	May	143
	June*	147
	July	146
	August	150
1973	March-May	143
	June-August	148
Percentage increase		3

† The monthly periods consist of four weeks except those marked * which are of five weeks. The August 1973 period was the four weeks from July 29, 1973 to August 25, 1973. The August 1972 period was the four weeks from July 30, 1972 to August 26, 1972.

The series are provisionally rebased using the broad results of the large scale inquiry into the catering trades for 1969. The detailed results of this inquiry will be incorporated in a final rebasing in due course.

A full report on the 1969 inquiry was published last November under the title 'Catering Trades 1969: Statistical Inquiry' (HMSO 32p net).

New companies registered

BELOW are details of new companies registered in Great Britain during August 1973 showing nominal capital. The figures are exclusive of unlimited companies and companies limited by guarantee.

Nominal capital	Total	Public companies	Private companies
Not exceeding £100	5,103	—	5,103
Over £100 but under £1,000	98	—	98
£1,000 but under £10,000	913	—	913
£10,000 but under £50,000	217	—	217
£50,000 but under £100,000	16	—	16
£100,000 but under £1,000,000	22	—	22
£1,000,000 and over	2	—	2
Total number	6,371	—	6,371
	£ thous.	£ thous.	£ thous.
Total of Nominal Capital	16,843	—	16,843

COMPANIES REGISTERED IN GREAT BRITAIN IN 1972 AND 1973

	1972		1973	
	Number	Nominal Capital £ thous.	Number	Nominal Capital £ thous.
January	4,008	8,032	4,666	8,050
February	3,745	12,111	5,919	7,762
March	4,045	10,671	6,310	21,762
April	4,182	9,931	5,617	12,632
May	4,412	9,158	5,331	9,111
June	3,777	5,561	4,752	30,575
July	3,696	17,760	5,245	17,291
August	5,689	7,827	6,371	16,843
September	5,512	7,498		
October	5,096	16,655		
November	5,251	7,084		
December	4,567	15,343		
Total	53,980	127,631		

Companies in 1972

THE number of new companies registered in 1972 was 54,456, an increase of over 15,000 on the number for the previous year according to the Annual Report on Companies in 1972 published on October 2.

The total number of companies on the registers is now about 604,000 of which over 587,000 are private companies.

During the year 27,898 companies were dissolved or struck off the register and winding-up proceedings were notified in 8,214 cases of which 1,188 were compulsory liquidations.

The layout of the current report has been slightly altered in comparison with former years. In particular, the introductory section has been altered to include general information about the work of the various parts of the Department involved in administering the Companies Acts and about the powers of the Department. The statistical information has been largely removed from the Introduction and concentrated in the second part of the Report.

New companies incorporated in Northern Ireland during August

DURING the month of August 1973, 48 private companies with a total Nominal Capital of £335,800 were incorporated in Northern Ireland.

During the period January-August, 475 companies with a total Nominal Capital of £3,884,461 were incorporated as compared with 451 companies with a total Nominal Capital of £2,216,950 incorporated in the same period in 1972.

Northern Ireland index of production

THE provisional index of production for July 1973 is 150. This is 30 points lower than the index for June 1973 and 16 points higher than for July 1972.

The index numbers for the main industrial groups with the increase or decrease on July 1972 shown in brackets are: textiles 237 (+27 points), clothing 118 (+7), engineering and metals 104 (+24), food, drink and tobacco 129 (+8), timber and furniture 138 (+11), mineral products 69 (−37), other manufacturing industries 222 (+31), gas, electricity and water 152 (+17).

Retailers' stocks in August

THE value of stocks at constant prices held by retailers at the end of August showed an increase of 13 per cent over the corresponding month last year. This maintains the high levels in June and July when the volume of trade was also relatively buoyant. The levels in April and May reflect, in part, the decline in the volume of trade following the pre-VAT spending.

LEVEL OF RETAILERS' STOCKS

Index numbers (end 1966 = 100) *and percentage increase on a year earlier*
(At cost at end of month)

	Jan.	Feb.	Mar.	Apr.	May	June	July	Aug.	Sept.	Oct.	Nov.	Dec.
At current prices:												
1966	93	97	100	100	101	102	100	101	103	108	112	100
1967	97	100	102	103	103	104	102	103	104	111	115	102
1968	101	103	107	108	110	111	109	110	112	119	124	112
1969	110	113	117	117	119	119	117	115	118	126	132	119
1970	115	117	120	122	121	122	121	120	123	131	138	125
1971	120	123	127	129	129	131	128	128	132	143	150	136
1972	130	134	138	139	139	142	138	139	142	154	163	145
1973	141	145	151	148	151	156	155	156				
1969	*9*	*10*	*9*	*9*	*8*	*7*	*7*	*5*	*6*	*6*	*6*	*6*
1970	*4*	*4*	*3*	*4*	*2*	*3*	*3*	*4*	*4*	*4*	*5*	*5*
1971	*5*	*5*	*6*	*5*	*6*	*7*	*6*	*7*	*8*	*9*	*9*	*8*
1972	*8*	*7*	*9*	*8*	*8*	*9*	*8*	*8*	*8*	*8*	*8*	*7*
1973	*8*	*9*	*10*									
At constant (December 1966) prices:												
1966	96	100	103	103	103	104	101	101	103	109	113	100
1967	97	100	105	103	104	104	102	102	104	110	114	102
1968	100	102	105	104	106	106	104	105	106	113	118	106
1969	102	105	108	108	109	108	106	105	107	114	118	106
1970	102	103	106	106	105	106	104	102	104	110	115	104
1971	99	101	103	103	102	104	101	101	104	112	117	105
1972	100	102	105	106	106	108	105	105	106	114	120	107
1973	104	107	111	116	118	121	119	118				
1969	*3*	*3*	*3*	*3*	*3*	*2*	*2*	*—*	*1*	*1*	*—*	*1*
1970	*−1*	*−1*	*−2*	*−1*	*−3*	*−2*	*−3*	*−2*	*−2*	*−3*	*−3*	*−2*
1971	*−3*	*−3*	*−2*	*−3*	*−3*	*−2*	*−2*	*−1*	*−1*	*2*	*1*	*1*
1972	*1*	*2*	*2*	*3*	*4*	*4*	*3*	*4*	*3*	*2*	*3*	*1*
1973	*4*	*4*	*5*	*10*	*11*	*12*	*13*	*13*				

Retailers' stocks in the United Kingdom at end of December 1966 were £1,321 million at current prices.

Notes

1. With the introduction of VAT, the current price estimates of stocks are being valued exclusive of this tax. There is, therefore, a discontinuity in the series between March and April, and, for the time being, the usual comparisons with a year earlier will not be given. The estimates at constant prices take account of this method of valuation, and are consistent with those for earlier months.

2. The series are now rebased on the final results of the 1966 census of distribution. The method of computation has also been improved. The new series were first introduced in an article published in *Trade and Industry*, on September 20, 1973.

Business Monitor

THE following titles and issues of Business Monitor are now available:

Production series

Monthly at £1 a year post free:

PM 381 Cars and commercial vehicles for June
PM 476 Imported timber for August
PM 491 Rubber: consumption and stocks for May
PM 481 Paper and paper making materials for July

Quarterly at 37½p a year post free:

PQ 322 Copper, brass and other copper alloys for first quarter
PQ 353 Surgical instruments and applicances for first quarter
PQ 365.1 Gramophone records and tape recordings for first quarter
PQ 384 Locomotives, railway and track equipment, railway carriages, wagons and trams for first quarter
PQ 449.2 Gloves for first quarter
PQ 450 Footwear for first quarter
PQ 473 Bedding and soft furnishings for first quarter
PQ 475 Wooden containers and baskets for second quarter
PQ 494.3 Sports equipment for first quarter

Service and distributive series

Monthly at £2 each a year post free:

SD1 Food shops for August
SD2 Clothing and footwear shops for August
SD3 Durable goods shops for August
SD4 Miscellaneous non-food shops for August
SD6 Instalment credit business of finance houses for August
SD8 Instalment credit business of retailers for August

Quarterly at 37½p a year post free:

SD9 Computer services for first quarter

Miscellaneous series

Monthly at £1 a year post free:

M1 Motor vehicle registrations for July

Business Monitors in the Production, Service and Distributive and Miscellaneous series are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. The Census of Production reports are available on standing order from the same address or can be purchased separately from the Government Bookshops or through booksellers.

Exceptionally copies can be purchased over the counter at either the Department of Trade and Industry Central Library, 1 Victoria Street, London SW1H 0ET, or at the Department's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Department's Central Library, which will supply prices on request (tel: 01-222 7877, ext. 3038).

A complete list of titles of Business Monitors is available on application to Department of Trade and Industry, Room 306, Gaywood House, Great Peter Street, London SW1P 3LW.

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports and commodities and, for many of them, the most important countries of consignment. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has about 9,000 commodity headings); there are 190 specified countries for consignment. The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service. Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

Engineering industries Sales and orders (SIC Orders VII, VIII and IX)

Trends in June

EXPORT sales of engineering industries and the orders position for both home and export markets continued to rise significantly in the second quarter of this year but the rate of growth in home sales eased after a sharp increase in the previous quarter.

The volume of export sales as shown by the latest provisional trend estimates increased by 5 per cent in the months March to June after more modest growth in the early months of this year. The trend in home sales however grew more slowly, by 1½ per cent (the more erratic untrended estimates show a slight fall) after increasing by 4½ per cent in the first quarter. Over the six months period December 1972-June 1973 which averages out the more variable quarterly movements, the trend in the volume of export sales rose by 7 per cent and home sales by slightly over 6 per cent, with total sales showing a similar rate of increase.

With net new orders rising by 3 per cent in March to June and continuing to flow in faster than the rising levels of sales, the steady growth in both home and export order books since the third quarter of last year has continued up to the middle of 1973. The trend in the volume of export orders-on-hand rose by 4 per cent in the three months March to June, and home order books by 5½ per cent; total order books consequently increased by 5 per cent.

The new results published in this table are for the combined engineering industries (SIC Orders VII, VIII and IX) and are based on an inquiry relating to June 1973. The response of 78 per cent to the inquiry is judged sufficient to justify publication of the provisional estimates for this month. Taking into account the returns now received for March, April and May the response rates for these months were 89, 85 and 75 per cent respectively.

Business Monitor PM 33-36, Engineering (volume indices of sales and orders), which provides more detailed statistical tables and analyses of the engineering industries is obtainable from HMSO, PO Box 569, London SE1 9NH, post free for a subscription of £1 per annum. Volume indices are given for sales, orders-on-hand and net new orders, for total, home and export markets, for each of the three SIC Orders VII, VIII and IX (mechanical engineering, instrument engineering and electrical engineering respectively).

INDEX NUMBERS FOR THE COMBINED ENGINEERING INDUSTRIES (SIC ORDERS VII, VIII AND IX) (a)

Volume index numbers: Orders-on-hand, December 1963 unadjusted = 100 Net new orders and sales, 1963 average monthly sales = 100

	Total			Home			Export		
	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales	Orders-on-hand (end of period)	Net new orders	Sales
Trend Estimates									
1972 February	118	151	141	102	154	142	175	144	138
May	119	149	144	102	152	148	177	140	135
June	120	151	146	103	156	150	178	139	136
1972 July	121	156	147	105	162	151	178	139	137
August	122	160	149	106	167	153	179	142	140
September	123	162	151	107	168	154	179	146	145
October	124	164	154	108	168	156	180	153	150
November	125	167	157	109	169	158	181	162	154
December	127	171	159	110	172	160	183	169	157
1973 January	129	176	161	112	177	163	186	175	158
February	131	181	163	114	183	165	189	178	158
March	134	185	165	116	188	167	192	180	160
April	136	188	167	119	191	168	195	181	162
May	138	190	168	121	192	169	198	184	165
June	140	191	169	123	193	170	200	185	168
Percentage Increase (c) March-June 1973	5.0	3.0	2.5	5.5	3.0	1.5	4.0	3.0	5.0
Seasonally adjusted									
1969	123	136	130	106	132	130	181	147	131
1970	122	136	136	105	131	132	183	147	146
1971	119	134	137	102	131	133	175	141	145
1972	127	158	147	111	162	150	184	148	142
1972 1st quarter	118	156	140	101	160	142	176	147	135
2nd quarter	120	146	145	103	149	147	177	140	139
3rd quarter	123	161	149	107	170	154	178	139	137
4th quarter	127	168	156	111	168	156	184	167	155
1973 1st quarter	133	180	165	115	180	169	194	178	158
2nd quarter	141	190	167	124	193	167	201	182	167
1972 June	120	147	143	103	154	147	177	130	134
July	121	154	146	104	158	152	179	143	131
August	125	181	149	108	195	157	181	145	131
September	123	149	151	107	158	152	178	127	148
October	124	165	157	108	166	157	179	164	156
November	125	164	158	109	165	158	180	160	159
December	127	175	153	111	175	154	184	177	150
1973 January	128	166	163	111	165	164	185	168	163
February	131	191	167	113	191	170	190	190	158
March	133	183	166	115	185	172	194	177	152
April	137	199	163	120	210	163	195	173	164
May	139	179	166	122	178	167	198	182	165
June	141	191	172	124	190	171	201	192	172
January-March 1973 (av.)	133	180	165	115	180	169	194	178	158
April-June 1973 (av.)	141	190	167	124	193	167	201	182	167
Percentage Increase (b) (c)	6.5	5.5	1.0	7.5	7.0	−1.0	3.5	2.5	6.0

(a) All figures are provisional.
(b) For orders on hand, the percentage changes compare the level at the end of the latest period shown with the corresponding level for the earlier period.
(c) The percentage changes have been based on the unrounded values and are given to the nearest half percentage point for statistical convenience.

NATIONAL FOOD SURVEY

Household food consumption in the second quarter (April-June, 1973)

THE main results of the National Food Survey in the second quarter of 1973 are summarised in the accompanying tables. The estimates, which are derived from records provided by a sample of 1,737 households throughout Great Britain, are directly comparable with results obtained in 1972 but not with those for 1971 because of improvements introduced into the Survey in January 1972 (see footnote).

Average expenditure on food bought for consumption in the home (excluding sweets and soft drinks) was £2.71 per person per week in the second quarter of 1973, 12p (4.8 per cent) more than in the previous quarter. The main changes were increased spending on poultry, processed meat and meat products, eggs, potatoes and other vegetables, cakes and biscuits, and a decrease in expenditure on carcase meats. Compared with a year previously, expenditure rose by 33p (13.9 per cent), mainly because of increased spending on milk, meat and meat products, eggs, vegetables, and fruit. Household purchases of convenience foods, especially frozen foods, continued to show an upward trend.

Average consumption of liquid milk at 4.7 pints per person per week was slightly less than in the previous quarter but more than in the second quarter of 1972. Purchases of cheese continued to increase, reaching 3.8 oz. per person per week.

Consumption of butter in the second quarter remained at 5.1 oz., 0.5 oz. greater than a year previously, while purchases of margarine and of other fats showed further decreases to 3.1 and 1.7 oz. per person per week, respectively. The average number of eggs consumed remained at 4.3 compared with 4.5 recorded in the second quarter of 1972. Consumption of sugar, which has shown a long-term downward trend, fell to 12.5 oz. per person per week.

Continuing supply problems resulted in a decrease in consumption of, and expenditure on, each of the three carcase meats, overall average consumption being 13.0 oz. per person per week. Consumption of poultry, however, increased from 6.2 oz. in the first quarter to 6.7 oz. in the second. Over the same period, average purchases of offals and of convenience meat products (not frozen) decreased, but consumption of other meat products showed a small increase. A fall in purchases of fresh and processed fish was partly offset by increases for canned fish and frozen fish products. Household purchases of old and new potatoes, at 40.4 oz. per person per week, were 3.2 oz. lower than a year before; expenditure on these unprocessed potatoes averaged 8.9p compared with 2.8p on all forms of processed potato bought for consumption in the home. Consumption of fresh green vegetables at 11.5 oz. was slightly lower than a year earlier.

Consumption of other fresh vegetables, including tomatoes, was also lower (11.2 oz. compared with 12.0 oz. a year previously), and there was a transfer of purchases from canned to frozen vegetables, which reached a new high level. Total consumption of fresh fruit eased slightly compared with the second quarter of 1972, increases for citrus fruit and bananas being offset by decreases for apples and pears. A rise in average purchases of canned fruit and fruit juices more than outweighed a fall for dried fruit.

Average consumption of bread increased from 32.6 oz. per person per week in the first quarter to 33.4 oz. in the second. Purchases of flour showed a decrease from the high level recorded in the previous quarter, to 4.5 oz. per person per week. There were increases in average consumption of cakes and biscuits, but purchases of

Footnote: The improvements included a revised method of defining the number of persons in the household when some are absent from home for part of the period of the Survey, and the inclusion in the Survey of some households which would formerly have been excluded because *all* household members were obtaining most of their meals away from home. The effect of these improvements on the Survey averages of expenditure and consumption is that from 1972 onwards they are approximately 1½ per cent lower than they otherwise would have been. The nutritional estimates in Table 3 are not affected by the change.

TABLE 1. ESTIMATES OF AVERAGE HOUSEHOLD FOOD CONSUMPTION

oz. per person per week (a)

	Year 1971 (b)	Year 1972	2nd quarter 1972	1st quarter 1973	2nd quarter 1973
Total household food expenditure	£ 2.31	£ 2.41	£ 2.38	£ 2.59	£ 2.71
Liquid milk (pints)	4.74	4.62	4.61	4.83	4.72
Other milk (eq. pints)	0.38	0.40	0.38	0.36	0.36
Cheese	3.63	3.53	3.49	3.63	3.79
Butter	5.53	4.79	4.61	5.12	5.07
Margarine	3.15	3.52	3.75	3.21	3.12
Lard and compound cooking fats	1.98	1.89	1.86	2.02	1.68
Eggs: purchases (number)	4.37	4.24	4.28	4.25	4.16
consumption (number)	4.55	4.41	4.48	4.34	4.27
Preserves	2.71	2.56	2.47	2.59	2.61
Sugar	15.80	15.02	15.00	14.23	12.50
Beef and veal	7.96	6.90	6.51	6.26	5.71
Mutton and lamb	5.41	4.96	5.11	4.98	4.36
Pork	3.04	3.10	3.20	3.29	2.90
Bacon and ham, uncooked	5.12	4.68	4.62	4.66	4.59
Bacon and ham, cooked (including canned)	0.92	0.96	0.99	0.82	0.94
Poultry and cooked chicken	4.92	5.69	5.32	6.18	6.66
Other cooked meat (not canned)	0.68	0.63	0.68	0.51	0.58
Other canned meat	2.24	2.40	2.40	2.50	2.52
Offals	1.29	1.24	1.15	1.35	1.19
Sausages, uncooked	3.69	3.55	3.46	3.37	3.38
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	0.71	0.72	0.68	0.76	0.73
all other (not frozen)	2.20	2.28	2.28	2.30	2.09
Fish, fresh and processed	3.61	3.34	3.49	3.31	2.98
Canned fish	0.63	0.67	0.67	0.61	0.78
Fish and fish products, frozen	0.91	1.04	1.02	1.09	1.14
Fresh green vegetables	13.39	13.28	11.97	11.53	11.52
Tomatoes fresh	3.99	3.66	3.84	2.15	3.64
Other fresh vegetables	10.57	9.86	8.16	11.20	7.59
Frozen vegetables	1.85	2.17	2.30	2.57	2.86
Canned tomatoes	0.85	0.98	1.13	1.06	0.97
Canned peas	2.84	2.95	3.19	2.87	2.79
Canned beans	3.60	3.72	3.89	4.08	3.68
Potatoes (excluding processed) purchases	45.65	42.76	41.59	47.59	39.46
consumption	49.18	46.70	43.60	49.36	40.38
Citrus fruit	5.59	4.80	5.63	7.42	6.27
Bananas	3.12	2.88	3.12	2.73	3.30
Apples	7.80	6.57	6.51	6.01	5.40
All other fresh fruit	3.56	3.29	2.62	1.19	2.75
Canned fruit	4.48	4.34	4.42	4.27	4.85
Dried fruit, nuts and fruit and nut products	1.28	1.26	1.00	1.05	0.82
Flour	5.86	5.42	5.14	6.28	4.50
White bread	29.87	28.64	29.12	26.94	27.53
Brown, wholewheat and wholemeal bread	3.07	2.86	2.83	2.85	2.66
Other bread	2.82	2.94	2.91	2.81	3.25
Buns, scones and teacakes	1.42	1.28	1.11	1.17	1.11
Cakes and pastries	4.04	3.83	4.00	3.62	3.70
Chocolate biscuits	1.00	1.03	1.05	1.10	1.41
Other biscuits	4.80	4.59	4.64	4.38	4.82
Breakfast cereals	2.68	2.86	2.96	2.69	3.03
Oatmeal and oat products	0.53	0.58	0.50	0.61	0.35
Canned milk puddings	1.68	1.52	1.58	1.83	1.64
Tea	2.39	2.24	2.18	2.15	2.14
Instant coffee	0.44	0.46	0.45	0.48	0.46
Canned soups	3.09	3.23	2.94	3.96	3.14
Pickles and sauces	1.51	1.57	1.66	1.43	1.65

(a) Except where otherwise stated.
(b) Figures for 1971 nor directly comparable with those for later years: see first paragraph of text.

Source: Ministry of Agriculture, Fisheries and Food.

puddings and some cereal convenience foods declined. The shift from oatmeal and oat products to other breakfast cereals was largely seasonal. Consumption of tea and of instant coffee showed little change.

The nutritional consequences of these changes were very small, and are summarised in Table 3. The energy content of the national average diet declined slightly, but was still in excess of the recommended intake. The protein and iron intakes also declined, but, except for the marked seasonal increase in vitamin C, intakes of the other nutrients have shown little change compared with the first quarter of this year or the second quarter of 1972.

Results for the largest households (with four or more children) identified in the Survey are presented in Table 3 as moving averages because there are few such households in the sample. Their average nutrient intake in the last 12 months was broadly comparable to that in the last two calendar years. There were, however, seasonal declines in most nutrients: during the last three April-June quarters the energy intake averaged only 92 per cent and the iron intake 102 per cent of the recommended intake—although, as always, all values allow for wastage within the home of 10 per cent of the edible portion of the food bought as well as for the expected losses of nutrients during cooking.

TABLE 2. ESTIMATES OF AVERAGE HOUSEHOLD FOOD EXPENDITURE

new pence per person per week

	Year 1971 (a)	Year 1972	2nd quarter 1972	1st quarter 1973	2nd quarter 1973
Total household food expenditure	230.52	240.80	238.07	258.78	271.13
Liquid milk	23.79	24.20	22.67	25.98	25.54
Other milk	2.12	2.57	2.60	2.43	2.81
Cheese	5.71	7.16	7.07	7.61	7.97
Butter	8.23	7.65	7.97	6.97	6.75
Margarine	2.65	3.01	3.18	2.72	2.65
Lard and compound cooking fats	1.22	1.14	1.11	1.18	1.02
Eggs	8.83	7.56	7.48	8.72	10.50
Preserves	1.86	1.94	1.89	2.08	2.20
Sugar	4.11	4.44	4.27	4.02	3.70
Beef and veal	18.96	18.46	17.21	21.10	19.46
Mutton and lamb	9.14	9.66	9.52	11.15	10.29
Pork	5.78	6.55	6.59	8.45	7.46
Bacon and ham, uncooked	9.32	9.70	9.04	11.54	12.47
Bacon and ham, cooked (including canned)	3.13	3.32	3.33	2.99	3.76
Poultry and cooked chicken	6.10	6.93	6.31	8.43	9.99
Other cooked meat (not canned)	1.70	1.74	1.81	1.55	1.82
Other canned meat	3.53	4.18	4.10	4.63	5.21
Offals	2.12	2.16	1.98	2.72	2.53
Sausages, uncooked	4.62	4.85	4.65	5.16	5.42
Other meat products:					
meat pies and sausage rolls (ready to eat)	0.99	1.06	0.98	1.17	1.20
all others (not frozen)	3.33	3.71	3.58	4.35	4.27
Fish, fresh and processed	6.11	6.48	6.69	7.24	7.23
Canned fish	1.80	1.96	1.99	1.78	2.40
Fish and fish products, frozen	1.76	2.20	2.10	2.49	2.66
Fresh green vegetables	3.94	4.32	4.60	4.44	5.18
Tomatoes fresh	3.56	3.52	4.48	2.89	5.45
Other fresh vegetables	3.70	3.91	3.89	4.78	5.27
Frozen vegetables	1.88	2.07	2.29	2.45	2.84
Canned tomatoes	0.42	0.46	0.54	0.55	0.57
Canned peas	1.19	1.31	1.39	1.28	1.25
Canned beans	1.59	1.81	1.86	1.94	1.80
Potatoes (excluding processed)	5.61	5.79	7.32	5.92	8.86
Citrus fruit	2.65	2.50	2.61	3.88	3.06
Bananas	1.56	1.62	1.68	1.54	2.04
Apples	3.42	3.44	3.60	4.23	4.35
All other fresh fruit	1.80	1.90	1.27	0.95	1.59
Canned fruit	2.82	2.84	2.87	2.95	3.53
Dried fruit, nuts and fruit and nut products	1.30	1.38	1.05	1.25	1.06
Flour	1.36	1.33	1.22	1.54	1.22
White bread	10.69	11.02	10.93	10.68	10.93
Brown, wholewheat and wholemeal bread	1.35	1.38	1.32	1.41	1.38
Other bread	2.21	2.49	2.40	2.40	2.90
Buns, scones and teacakes	1.28	1.34	1.18	1.17	1.35
Cakes and pastries	5.28	5.54	5.66	5.41	5.66
Chocolate biscuits	1.74	1.96	1.90	2.13	2.47
Other biscuits	4.31	4.44	4.51	4.22	4.84
Breakfast cereals	2.48	2.73	2.83	2.59	2.98
Oatmeal and oat products	0.28	0.34	0.27	0.33	0.21
Canned milk puddings	0.64	0.66	0.68	0.81	0.73
Tea	5.15	4.81	4.70	4.78	4.73
Instant coffee	2.86	2.91	2.82	3.17	3.26
Canned soups	1.48	1.65	1.48	2.09	1.73
Pickles and sauces	1.30	1.42	1.44	1.35	1.53

(a) Figures for 1971 are not directly comparable with those for later years: see first paragraph of text.

Source: Ministry of Agriculture, Fisheries and Food.

TABLE 3. ENERGY VALUE AND NUTRIENT CONTENT OF THE HOUSEHOLD DIET AS A PERCENTAGE OF RECOMMENDED INTAKES (a)

	National averages					Households with four or more children			
	Year 1971	Year 1972	2nd quarter 1972	1st quarter 1973	2nd quarter 1973	Year 1971	Year 1972	Averages of the April-June quarters in the three most recent years	Moving averages year ended April-June 1973
Energy	107	105	104	105	102	97	99	92	96
Protein	124	125	124	126	123	110	114	107	112
Calcium	193	189	188	193	193	163	157	158	158
Iron	122	123	121	119	118	104	111	102	107
Thiamin	124	137	137	134	135	116	138	125	133
Riboflavin	128	131	130	133	131	126	131	125	132
Nicotinic acid equivalent	190	194	191	195	189	174	190	175	186
Vitamin C	186	184	175	163	183	160	155	142	160
Vitamin A (Retinol equivalent)	197	198	196	194	198	188	182	178	187
Vitamin D (b)	85	88	91	88	88	64	68	70	74

(a) Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom* Reports on Public Health and Medical Subjects, No. 120 HMSO, 1969.
(b) The Survey does not evaluate welfare and pharmaceutical sources of this (or any other) vitamin. Furthermore, most adults need no dietary vitamin D, since they obtain all they need from the action of sunlight on the skin.

Catalogues of Government Publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of Government Publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room E22, Atlantic House, Holborn Viaduct, London EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

British Film Fund Agency returns

THE British Film Fund Agency has authorised the publication of the following information for the four weeks ended August 25, 1973.

Distributors' Earnings submitted	£
Low cost films:	
Eligible (after multiplying by 2½)	18,127
Not eligible for 2½ times rental	11,750
	29,877
High cost films (including Newsreels after multiplying by 2 or 2½)	627,119
Films of not less than 3,000 ft.	656,996
Films under 3,000 ft. (after multiplying by 2½)	32,423
	689,419
Levy collections paid to the Agency by HM Customs and Excise to August 27, 1973 including an estimate of collections approximately covering entertainments for the four weeks ended August 25, 1973	249,000

The tenth interim allocation for the sixteenth year will be at the rate of 49 per cent.

Domestic furniture deliveries in August

MONTHLY figures of domestic furniture deliveries and orders in hand for the period July 1972 to August 1973 are as follows:

	Manufacturers deliveries domestic furniture £ million	Value of orders on hand at end of month £ million	Seasonally adjusted Volume indices (1963 = 100)	
			Deliveries	Orders in hand
1972 July	20.7	68.6	174	320
August	23.4	81.7	166	334
September	30.3	86.0	176	350
October	34.3	90.4	180	351
November	32.0	98.8	166	385
December	27.2	100.6	177	442
1973 January	32.5	118.6	201	558
February	31.6	128.3	204	561
March	35.8	132.1	218	614
April	28.1 p	132.2 p	188 p	623 p
May	33.4 p	134.0 p	197 p	608 p
June	32.9 p	134.8 p	199 p	627 p
July	28.3 p	134.1 p	206 p	568 p
August	29.6 p	136.6 p	191 p	658 p

The figures for April-August 1973 are provisional and subject to revision in the light of the results of the quarterly sales inquiry for the second quarter of 1973.

Registrations of British, Community and foreign films

The following are details of films registered by the Department of Trade and Industry under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, October 5, 1973.
BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered No.	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Movietone News 2313	BR/E 37026/7/10/78	7	October 5	British Movietonews Ltd.	British Movietonews Ltd.
Movietone News 2313A	BR/E 37027/7/10/78	7	October 5	British Movietonews Ltd.	British Movietonews Ltd.
			FOREIGN		
Jesus Christ Superstar	F 37063	107	October 1	Cinema International Corporation (UK)	Norman Jewison-Robert Stigwood Productions
Woody's Nightmare	F 37064	7	October 3	Cinema International Corporation (UK)	Universal Pictures
The Friends Of Eddie Coyle	F 37065	102	October 3	Cinema International Corporation (UK)	Paul Monash
Thumb Tripping	F 37066	94	October 3	Avco Embassy Pictures (UK) Ltd.	Avco Embassy Pictures Corp.
Don't Look Now	F 37067	110	October 4	British Lion Films Ltd.	Casey Productions Ltd., London and Eldorado Films S.r.L., Rome

Amendments to the Register:
The registration number of the film 'Decamerons Jolly Kittens' registered on August 16, 1973, has been amended to EC 36977/19/8/78.
The title of the film 'Mechanical Bananas' registered on August 16, 1973, has been corrected to 'Clockwork Banana' and the registration number amended to EC 36976/19/8/78.
The names of the makers of the film should read: Societe Nouvelle de Doublage, M.R.F. Productions, both of France and Action 1 of West Germany.
The registration number of the film 'Leontine' registered on December 14, 1970, has been amended to EC 35200.

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Index to statistics and organisational information published regularly in TRADE and INDUSTRY

A = annually M = monthly Q = quarterly 6M = every six months.
Dates before October 21, 1970, refer to articles in the *Board of Trade Journal*.

Title	Last published
Air transport:	
aircraft noise at Heathrow and Gatwick airports (Q)	May 25 1972
civil aviation balance of payments (A)	Mar. 16 1972
trade by air (6M)	Apr. 12 1973
Balance of payments:	
current account (M)	Sept. 20 1973
quarterly figures (Q)	Mar. 22 1973
trends in invisible transactions (Q)	This week
(*see also* Overseas trade of the UK)	
Bankruptcy orders (Q)	June 7 1973
Business names and limited partnerships (A)	Mar. 1 1973
Capital expenditure:	
distributive and service trades (A)	Apr. 28 1971
manufacturing, distributive and service industries (Q)	Oct. 4 1973
Catering trades turnover (M)	This week
Chemicals industry activity (Q)	Aug. 2 1973
Companies:	
acquisitions and mergers (Q)	Aug. 23 1973
new registrations:	
Gt. Britain (M)	This week
N. Ireland (M)	This week
Computers, UK market (Q)	May 24 1973
Construction work overseas (A)	This week
ECGD business (Q)	June 21 1973
Electronic capital equipment (Q)	June 21 1973
Energy trends (M)	Sept. 27 1973
Engineering industries, sales and orders (M)	This week
Film industry:	
British Film Fund Agency returns (M)	This week
cinema admissions and takings (M)	Sept. 20 1973
overseas payments and earnings (A)	Aug. 9 1973
registration of films (A)	Jan. 25 1973
trends in film going (A)	Aug. 19 1971
Food:	
consumption levels (6M)	Aug. 30 1973
household consumption (Q)	This week
Footwear industry:	
production, orders and deliveries (M)	Sept. 27 1973
Foreign exchange, official reserves (M)	This week
Foreign trade:	
EFTA (Q)	Mar. 23 1972
industrial countries production and trade (Q)	Aug. 16 1973
world exports of manufactures (A)	Sept. 30 1970
(*see also* Overseas trade of the UK)	
Furniture orders and deliveries (M)	This week
Hire-purchase business (M)	Oct. 4 1973
Industrial production:	
index numbers (M)	Sept. 27 1973
N. Ireland index (M)	This week
Wales index (Q)	July 5 1973
Insurance companies, investments and assets (A)	Aug. 30 1973
Investment:	
book values of overseas direct investments (every 3 years)	Sept. 23 1970
industry's investment intentions (3 times a year)	This week
investment and earnings overseas (A)	Mar. 29 1973
Machine tools, deliveries and orders (Q)	Aug. 9 1973
Man-made fibres:	
deliveries (Q)	Aug. 30 1973
production (M)	Aug. 30 1973
production, quarterly analysis (Q)	Aug. 30 1973
Motor industry:	
car and commercial vehicle production (M)	Sept. 27 1973
estimated figures (M)	Sept. 13 1973
motor trade turnover (M)	Aug. 16 1973
Office development permits (Q)	Oct. 4 1973
Overseas trade of the UK:	
direct exporters and credit terms (A)	May 10 1973
ECGD business (Q)	June 21 1973
unit value and volume index numbers (M)	This week
value, analysis of trends (Q)	Sept. 6 1973
(*see also* Balance of payments)	
Pension funds, investments and assets (A)	Aug. 30 1973
Retail prices index (M)	Oct. 4 1973
Retail trades:	
sales (M)	Oct. 4 1973
sales, N. Ireland (M)	Oct. 4 1973
stocks (M)	This week
Royalties, overseas transactions (A)	Apr. 12 1973
Shipping, nationality of vessels in UK sea-borne trade (A)	Nov. 2 1972
Steel consumption and stocks (Q)	Aug. 16 1973
Stocks:	
distributive and service trades (A)	Apr. 28 1971
manufacturers' and distributors' (Q)	Oct. 4 1973
retail (M)	This week
Television, overseas payments and earnings (A)	Aug. 9 1973
Textiles:	
activity in the industry (Q)	Aug. 2 1973
carpet sales (M)	Aug. 30 1973
cotton industry production (M)	Sept. 6 1973
hosiery production (M)	Aug. 30 1973
made-up clothing, orders and deliveries (M)	Sept. 6 1973
orders and deliveries (M)	Sept. 6 1973
wholesale houses' sales (M)	Sept. 20 1973
wool exports (Q)	June 14 1973
wool output (M)	Sept. 13 1973
Tourism:	
foreign visitor arrivals (M)	Oct. 4 1973
overseas travel and tourism (A)	Dec. 21 1972
Wholesale prices:	
average prices of selected commodities (A)	Mar. 29 1973
index numbers (M)	Sept. 20 1973

Dept. of Trade and Industry organisation etc.

Subjects	Last published
British commercial representation overseas	Oct. 4 1973
Business Monitor titles	Sept. 6 1973
Customs notices of interest to exporters	This week
ECGD local offices	Sept. 20 1973
Guide to DTI	Aug. 30 1973
Official Receivers' offices	This week
Programme of trade promotions	July 19 1973
Release dates of economic statistics	Sept. 27 1973

MISCELLANEOUS ADVERTISEMENTS

30p per line, minimum £1.50 payable in advance Box No. 50p
Orders for advertisements should be addressed to HM Stationery Office, Room D92. Atlantic House, Holborn Viaduct, London, EC1P 1BN
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GOVERNMENT SALES

MINISTRY OF DEFENCE

October 16, 1973 Miscellaneous Stores

Location: Dining Room, Cavalry Barracks, Butt Road, Colchester, Essex

Auctioneers: Fenn Wright & Co. (Dept. L), 146 High Street, Colchester, Essex CO1 1PW (Tel: 0206-46161)

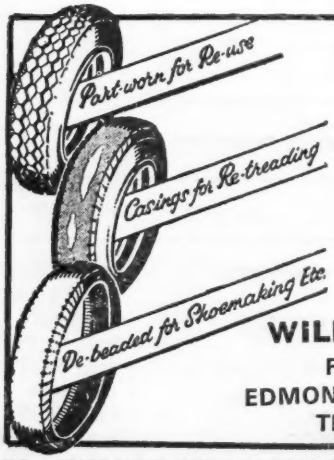
The stores on offer include an industrial tractor; two Ford commercial vehicles; 16 motor cycles, microscopes; brass scales; lathes; fork lift trucks; corrugated aluminium; tyres; scrap ferrous and non-ferrous metals; clothing; bedding; carpets; canvas and other textiles; furniture and kitchen equipment; MT and electronic spares and other miscellaneous stores.

October 24, 1973 Miscellaneous Stores

Location: Regional Depot RAOC, Moreton-on-Lugg, Hereford HR4 8DS

Auctioneers: Russell Baldwin & Bright (Dept. L), 20/21 King Street, Hereford HR4 9DB (Tel: 0432-55441)

The lots include 10 vehicles; 8 power jack trucks; 14 compressors; machine tools; trailers; tyres; radiator cores; 15,500 aircraft switches; 500 brake units; electronic valves; radio receivers; aircraft wireless-MT and electrical spares; oscilloscopes; binoculars; periscopes; wrist watches; rock breakers; forges; lubricating plants; clothing; blankets; furniture and a large collection of other miscellaneous stores.



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October 31, 1973 Miscellaneous Stores

Location: Auctioneers' Premises

Auctioneers: Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrew's Cross, Plymouth PL1 2DQ (Tel: 0752-69292)

Clothing including greatcoats; duffel coats; overalls; jerkins; etc. Mixed rags; tentage and other textiles; binoculars; telescopes; barometers; barographs; photographic equipment; telephones and electrical spares; electric fires; irons; kettles; fans and sewing machines; test meters and test sets; thermometers; gauges; oscilloscopes and solarscopes; chain blocks and tackle; gravity runway curves; aluminium fuel tanks (450 gal); portable generators, etc.; one ton crane; Coles 6 ton crane; two Ford vans and 13 motor cycles; a large quantity of furniture and kitchen equipment and other miscellaneous stores.

November 6, 1973 Miscellaneous Stores

Location: Central Ordnance Depot, Bicester, Oxon

Auctioneers: Midland Marts Ltd. (Dept. L), Market Square, Bicester, Oxon (Tel: 08692-2073)

A large collection of miscellaneous stores including clothing; textiles; furniture; kitchen equipment; electrical and MT spares, etc.

Catalogues of the above sales which give details of the lots, Conditions of Sale, viewing times, etc., are obtainable from relevant auctioneers about two weeks prior to and up to date of sale, price 10p (post order only).

Sale by Tender Machine Tools

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Permission to view on presentation of tender forms only, obtainable from: Directorate of Sales Supply 6aiv, First Avenue House, High Holborn, London WC1 6HE. Tenders must be returned by 10 a.m. on November 15, 1973.

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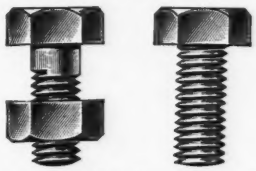

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